Board of Trade Journal

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Front cover photograph

Assembling 'Senior' automatic electric irons at the Morphy-Richards (Cray) Ltd. factory at St. Mary Cray, Kent. The 'Senior' is the most popular of the 500,000 domestic irons exported each year by this company all over the world. It is also manufactured under licence in several countries. Morphy-Richards have recently introduced the Atlantic 1000 lightweight iron and the Super Steam iron with instant change from steam to dry ironing.

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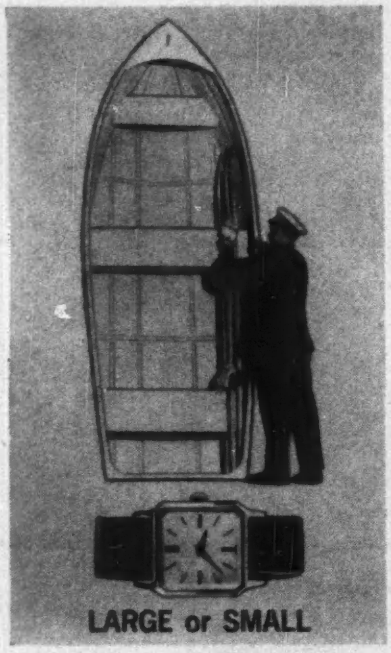

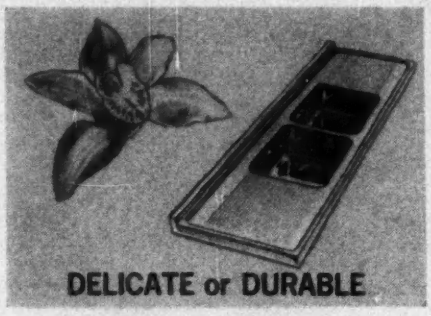

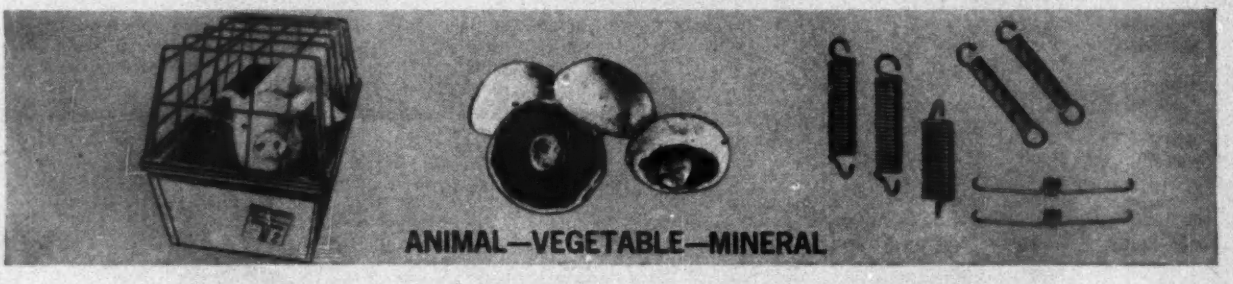

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Interfirm comparison for management

by H. INGHAM CENTRE FOR INTERFIRM COMPARISON*

OBJECTIVES

LET US FIRST LOOK at our 'end product': this is not a statistical survey whose results we evaluate to arrive at conclusions about the industry concerned. Our end product is the flash of insight in the mind of the managing director whose firm has taken part in an interfirm comparison. The results of this give him an instant picture of his firm's relative profitability and make him see at once:

where his business is weaker than its competitors,
what weaknesses call for his personal attention, and
in what directions improvements are indicated.

A glass container manufacturer for instance who found that his return on capital employed was relatively low had his attention drawn to his warehousing and packaging cost percentages which were higher than those of most other firms in his industry.

A motor car distributor found that his profits were comparatively low because whilst his competitors could recondition and sell used cars within about two months after they had purchased them, his firm sold them only after three months or more. Why? Because he operates in the centre of a large town where he cannot expand workshop facilities. Should he then rent additional workshop space in the suburbs? Should he reduce his second-hand car purchases and direct his efforts into other more profitable activities (e.g. sales of new vehicles)? These are policy questions whose importance but for its participation in an IFC, the management of the firm may not have recognized.

It cannot be emphasized too strongly that in the view of the Centre it is essential that the content of IFC should appeal to those at top management level in the firms concerned because:

(a) A stimulus to self-criticism at top level will have the strongest impact on the development of the firm concerned.
(b) Top management is in the best position to decide on remedial action, and to see to its implementation.
(c) Top management is in the best position to decide whether the firm concerned should take part in an IFC.

The Centre has therefore, as a matter of policy, set out to deal with matters of relevance to those at top management level responsible for the overall direction and planning of business operations, and its special sets of top management ratios are designed to indicate to the managing director,

How the overall success of his business compares with those of other similar firms;
Why it differs from theirs;
What aspects of his firm's policy and performance need his attention;
What specific policy questions need to be tackled in order to improve the overall profitability of the firm.

EXAMPLE

The set of management ratios developed by the Centre is illustrated by the following example, which, although it is much condensed, illustrates how the managing director of a light engineering company can benefit from a comparison of his firm's ratios with those of other firms in his industry.

Each of the five manufacturing companies whose ratios are shown in the Table offers a wide range of electric switches on a catalogue basis. Many firms of this type find it difficult to predict for which of the many items in their range they will receive orders. Some of them will not take the financial risk of manufacturing in anticipation of orders (i.e. for stock), but will tend to produce on receipt of customers' orders on a one-off or small batch basis. This, in view of the wide range involved, can easily result in accumulations of work in progress.

Ratio	Firm				
	1	2	3	4	5
1. Operating profit/Operating assets (%)	20·1	18·4	13·3	10·6	7·5
2. Operating profit/Sales (%)	19·3	18·2	11·9	10·9	9·3
3. Sales/Operating assets (times)	1·04	1·01	1·12	0·97	0·81
3a. Operating assets/Average daily sales (days)*	350	361	326	376	450
4. Production cost of sales/Sales (%)	67·3	68·3	72·6	72·7	76·1
5. Distribution and marketing expenses/Sales (%)	9·1	8·9	10·2	11·0	8·1
6. General and administrative expenses/Sales (%)	4·3	4·6	5·3	5·4	6·1
7. Cost of materials/Sales (%)	43·4	43·9	43·8	48·5	43·5
7a. Cost of bought out finished parts/Sales (%)	16·3	16·0	15·5	9·5	5·2
8. Direct labour cost/Sales (%)	9·3	10·4	10·1	9·2	12·7
9. Production overheads/Sales (%)	14·6	14·0	18·7	15·0	19·9
10. Current assets/Average daily sales (days*)	100	109	113	91	128
11. Fixed assets/Average daily sales (days*)	250	252	213	285	322
12. Material stocks/Average daily sales (days*)	20	21	21	13	34
13. Work in progress/Average daily sales (days*)	9	8	8	5	33
14. Finished stocks/Average daily sales (days*)	24	24	23	25	16
15. Debtors/Average daily sales (days*)	47	56	61	48	45

*Days required to turn the asset over once.

In this Table the actual ratios of companies have been slightly changed so as to avoid any danger of identification. However, the table represents a true picture of the range of difference between the ratios of firms.

Furthermore, firms of this type may have to hold material stocks covering a wide range of parts, and this can constitute a threat to their liquidity, particularly in times of low business activity.

However, such firms can reduce the liquidity risks resulting from large material stock-holdings and from accumulations of work in progress by producing for stock in advance of orders either those items for which (as would appear from analyses of past sales) there is a continuous demand, or those standard components or sub-assemblies which are common to several of their end products.

With the Table of ratios above each of the five firms will receive a General Report as well as a confidential individual report, which for the managing director of Firm 5 might read as follows:

1. *Your operating profit on operating assets* (indicating the earning power of the operations of your business) is comparatively low.
2. This is due to the fact that your operating profit on sales (ratio 2) and your turnover of operating assets (ratio 3) compare unfavourably with those of the other firms. Ratio 2 shows *what* profit

*The Centre for Interfirm Comparison was established in 1959 by the British Institute of Management in association with the British Productivity Council to promote interest in, and to conduct, interfirm comparisons for management.

margin you have earned on sales, whilst ratio 3 indicates *how often* with your operating assets you have been able to earn it in a year. Ratio 3a shows the number of days required to turn assets over once in a year.

3. *Operating profit on sales* (ratio 2). This is comparatively low because your ratios of production cost of sales (ratio 4) and general and administrative expenses (ratio 6) are comparatively high.
4. *Production costs* (ratio 4). By comparing your ratios 7 to 9 with those of the others, you will see that your high production cost ratio is due to the fact that your production labour cost ratio (ratio 8), and your production overhead ratio (ratio 9) are comparatively high. One reason why these ratios (and your turnover of fixed assets – ratio 11, see below) compare unfavourably is probably that in comparison with the other firms you manufacture a large percentage of the components and parts used by you in making your final products (ratio 7a), so that your labour and plant requirements are probably greater than theirs. Your production overhead ratio may reflect relatively high depreciation charges caused by your greater plant requirements.
5. *Turnover of assets* (ratio 3 and 3a). Reverting to this item, you will see that your turnover of assets is comparatively slow because both your turnovers of current and fixed assets (ratios 10 and 11) are slower than those of the others. Your slow turnover of fixed assets may in part be due to the fact that because you make more of your own parts you require more plant than other firms; however, it is also at least partly caused by difficulties experienced by you in making adequate use of available plant and machinery. In the information given to us you have indicated that for the orders received you had to make a considerable variety of different products, few of which had any parts or processes in common. In this situation you could make only a very few products for stock prior to the receipt of orders from customers. In your case, sales of products made for stock in anticipation of orders, and sales of products made from common standard components, represent a comparatively small percentage of your total sales.

   As a result of your order-mix, you find it difficult to plan production in economic runs. This situation is reflected not only in your slow turnover of fixed assets, but even more in your very slow turnover of work in progress (ratio 13), and your very fast turnover of finished stocks (ratio 14). The disadvantages of your policy of accepting orders for a large variety of items (without more intensive stock production of selected end products or of components common to different end products) do not seem to be compensated for by the price you have been able to obtain.
6. *Proposed changes in your policy*. In order to improve your position you should now attempt to identify those items in your range for which a continuing strong demand can be expected. These should be made in economic batches for stock in advance of orders, and should be marketed intensively. At the same time you should study the composition of your stock of parts and components with a view to developing standard components from which a variety of different end products can be assembled. Such standard parts and components should be made for stock in economic batches. In the light of this revised part-stock policy you should review your present policy of buying a relatively small number of parts and components.

   Special orders, i.e. orders for non-standard products which cannot be assembled from standard components, should be accepted only if the price obtained will compensate you for the higher costs of 'one-off' or small batch production.

   The proposed steps should help you to improve your labour cost and production overhead ratios, and the turnover of your work in progress and fixed assets. Your present high ratio of general and administrative expenses (ratio 6) seems to reflect a heavy work load in your invoicing and accounts departments resulting from your policy of accepting small orders from a large number of different customers. This ratio should improve as a result of the proposed policy changes. Your turnover of material stocks may also improve, but you should expect a rise in your distribution and marketing expenses (since your stock-produced products will need more intensive marketing) and a slowing down in your turnover of finished stocks.

THE IFC OF THE CENTRE

1. Industries and trades in which the Centre has operated

IFC resulting in reports of this kind have so far been prepared or conducted – in many cases for two or more successive years – by the Centre for firms in the following industries and trades:

Bedding manufacture
Blanket manufacture
Building and civil engineering
Carpet manufacture
Chemical manufacture
Clothing manufacture
Cotton spinning
Cold-rolled sections
Crane manufacture
Drop forgers
Electrical contractors
English woollen and worsted
Food
Footwear
Fork lift trucks
Glass containers
Heating and ventilating contractors
Joinery
Leather
*Light engineering
*Medium/heavy engineering
Motor car distributors
Multiple grocers
Nylon hose dyeing
Pharmaceuticals
Pipework contractors
Plastics moulding
Printing machinery and allied trades
Process plant manufacture
Rayon weaving
Road haulage
Ribbon manufacture
Rubber
Scientific instruments
Scottish woollen industry
Shirts
Soft drinks
Structural steelwork
Tank and industrial plant
Timber importers
Timber merchants
Tiling contractors
Warp knitting

*Covering various types and size groups.

2. Comparability

(a). *The comparability of firms*

The impact of the Centre's comparisons is not necessarily affected by differences in the products made by firms taking part. This is illustrated by the following case:

A manufacturer of motor car accessories asked the Centre to prepare a comparison for light engineering manufacturers; he and some other firms with which he was in contact would provide a satisfactory definition of 'light engineering' in terms of processes and weights of products and components. He and the others were aware of the fact that the firms concerned were making different products in different ways for different purposes, but to those who wondered what could be learned from differences between the ratios of such firms he would give the following answer:

If he found that, for instance, his ratio of production overheads/sales was 21 per cent, whilst those of other light engineering manufacturers† were ranging from 13 per cent to 19 per cent, he would regard this as a danger signal and 'look inwards'. The resulting investigation might bring to light real weaknesses; on the other hand, it might show that an apparently unfavourable ratio was not due to inefficiency, but that it reflected a policy (e.g. in respect of mechanization) which had proved to be profitable. Whatever the outcome of such investigations the comparison would have raised doubts in his mind about the effectiveness of his management; and because it did this he and the other firms concerned wished to take part in such an exercise.

This is an example of the insight which firms hope to gain from participation. This example illustrates that it is not the object of an

†*Of similar type and size.*

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IFC to compare 'firms' as such, but to reveal what effect certain differences in their features and practices have on their performance. Incidentally, background information on features likely to affect the comparability of figures of different firms is always asked for by the Centre.

It would therefore be wrong to assume that IFC are ruled out unless all participants are of similar size, make the same products in the same way, operate in the same locality, employ the same kind of plant, use the same method of distribution, etc. In fact, if there were no differences between the firms taking part they could learn nothing from the comparison.

What people really mean when they raise the question of comparability is that firms should be *sufficiently* comparable for useful conclusions to be drawn from comparisons of their figures. From this it follows that the degree of comparability required can only be decided when it is known what sort of conclusions the comparison is intended to provide, in other words, what its objects are. It is therefore not advisable to generalize on this point. But practical experience shows that it is possible to meet the requirements for comparability in many situations.

The Centre has, for instance, now conducted three IFC for the light engineering companies mentioned above. Some of these offer a wide range of products of their own design which are manufactured to customers' orders; others make products to customers' specification (general engineering firms). Firms of these types do not make 'a product'. Even so, their managements have to deal with the same problems of co-ordination between sales and production; i.e. within each 'type' of business different firms face the same kinds of risks and opportunities and have to cope with the same effects of unbalance between sales and production (e.g. a slow turnover of stocks; accumulations of work in progress; under-absorption of fixed production overheads due to under-utilization of installed capacity). These are problems which within a 'type' of business turn up in the same form, and which closely affect the overall profitability of the firms concerned. The fact that firms within a type have these problems in common makes it possible for them to draw useful conclusions from IFC of their management ratios.

(b). *The comparability of figures*

To achieve comparability of the ratios themselves the Centre provides firms which have decided to participate in an IFC with simple, but detailed, instructions and definitions of terms. In drawing these up care is taken to ensure that participants can contribute figures without difficulty; participation in an IFC should not impose a burden on their accounts department because the figures required would in most cases be available from existing records. Definitions would cover such items as 'sales', 'fixed assets', 'work in progress', 'production overheads', 'direct labour costs', etc., items in respect of which figures are to be contributed by participants. Furthermore, definitions will provide guidance on accounting methods to be used, e.g. firms will be told what asset values are required and how they are to be arrived at. The Centre will of course not use published balance sheet and trading account figures because these would not have been arrived at on a uniform basis and would therefore not be comparable.

Draft definitions and valuation principles are discussed with representatives of the industry so as to arrive at definitions which can be used without difficulty.

3. Confidentiality

The Centre's security system is designed to prevent any leakages of confidential information. Features of this system include:

Non-disclosure of the names of participants.

The allocation to each firm of a code number which appears on questionnaires and other documents instead of its name and address. The key to the code is known only to one executive member of the Centre's staff who is in charge of the interfirm comparison in question.

The collection of performance data in the form of ratios and percentages rather than absolute figures, if desired.

Stringent security arrangements within the Centre to prevent unauthorized persons having access to the data of firms.

The presentation of the results of comparisons in such a way that the data of individual firms cannot be identified. This is done either by showing individual firms' figures under a code number (and in ratio or percentage form) or by giving average figures only.

The report resulting from a comparison is made available only to participants.

4. Cost

The Centre is a non-profit-distributing organization which, to cover its costs, charges a fee for participation in its IFC schemes. The fee payable by each firm for each comparison ranges from about 50 guineas to 200 guineas depending on the complexity of the scheme and the kind of services offered (e.g. whether visits are provided). The Centre's fees are low bearing in mind that the 'end product' is an instrument for managerial self-diagnosis. The fees charged have been found low by all firms interested in IFC for top management.

5. Getting IFC started

By circularizing its brochures and examples, by publishing articles, organizing promotional meetings and holding seminars, the Centre draws the attention of top managements of firms in an industry or trade to the probable value which they will derive from participation in an IFC. Often these promotional and educational activities are sponsored or supported by a trade association of the industry concerned. Frequently firms which are interested in an IFC will help the Centre in its promotional work.

An IFC scheme will start in one or other of the following ways: if a firm is interested in obtaining comparative data through taking part in an IFC it will contact the Centre which is available to form a group of similar companies. Some firms will initially contact their trade association and as a result of such action many trade associations have already asked the Centre to operate a scheme jointly with them.

CONDITIONS OF SUCCESS

The 'market' for IFC is potentially very wide since it appeals to the curiosity which managing directors have in finding out how their firms' profits, costs, etc. compare with those of their competitors. However, there are a number of obstacles in the way of participation by firms – for example, reluctance to disclose hitherto confidential data to an outside body; their objection being that no two firms are alike, etc.

The Centre has succeeded in overcoming these and other obstacles because:

(a) Through its sponsoring organizations, its Council of Management and its Patrons, it has been able to build up a reputation for neutrality which encourages firms to contribute confidential information to the Centre's pooling activities.

(b) The IFC of the Centre are not conducted to provide 'statistics' but to develop a diagnostic tool for top management. Comparative investigations conducted by, e.g., academic research bodies or official statistical agencies are usually not primarily concerned with the interests of the individual firm, but use its figures in building up a general statistical picture of the industry concerned. The figures collected for these purposes are usually not selected with a view to helping individual firms in detecting internal weaknesses and its causes. Furthermore, the results of such investigations are published in the form of averages; a firm therefore cannot compare its figures with those of other individual firms.

In the view of the Centre a dual purpose exercise attempting to combine a statistical survey with a management service is less effective than a scheme which concentrates on one objective. Therefore the Centre selects ratios and presents reports solely and exclusively for the purpose of providing a diagnostic service to top management.

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(c) The experience gained in any comparison conducted by the Centre is systematically applied to the planning and conduct of subsequent IFC, thereby ensuring a *continuing improvement* in the Centre's methods. This ability to benefit from continuing experience in a wide range of industries is an important advantage of the Centre's position – an advantage which is not possessed by organizations (such as trade associations) working in one industry only.

(d) The content of the Centre's schemes is attractive to the top managements of firms because it offers them a mechanism for a *general review* of their policies and performance.

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(f) Finally: firms involved in the Centre's schemes develop a sense of *active participation* – they are consulted at each stage of the project and are encouraged to act on the results.

The last mentioned point is important because by itself participation in an IFC will not automatically bring about changes; it can do no more than help management in becoming aware of weaknesses, and of the directions in which changes should be introduced. It is up to management to use the results of an IFC effectively i.e. to draw the right conclusions and to make the right decision.

Thus the impact of IFC depends to a considerable extent on the general level of managerial ability already possessed by firms. Education for management has an important part to play in raising this level, and the Centre itself therefore places considerable emphasis on educational activities in conjunction with the British Institute of Management and the British Productivity Council.

CONCLUSION

The above notes will have indicated the relevance of IFC to the problem of encouraging greater managerial efficiency, which is itself an essential factor in promoting economic growth.

National economic development is to a large extent determined by the decisions taken at the level of individual firms. Whether the aggregate of such decisions will contribute to national economic growth will mainly depend on the readiness and ability of top managements to keep business policies and operations under constant critical review and to take appropriate action towards improvement.

As has been shown IFC stimulates top managements to do just this because it provides them with data reflecting the success and efficiency of their competitors; this, as experience in this and other countries has shown, provides a powerful stimulant to self-criticism at top level because it throws into sharp relief otherwise undetected weaknesses in a firm's policy and performance, and indicates the direction in which remedial action should be taken.

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'I do not believe that the export task can possibly be beyond our powers. We are already exporting more than £4,000 million a year and our total exports have been going up by between 4 per cent and 5 per cent a year. If we could raise the rate of increase by only a few percentage points we should be within sight of the end of our troubles. And even 5 per cent is no more than £200 million a year, or materially less than 1 per cent of our gross national product. That cannot be beyond our resources.

'As is often pointed out, about 200 firms in Britain are doing more than half our export trade at the moment. That means that a large number of firms could do much more. It seems highly probable, therefore, that if these other firms, or most of them, could be mobilized, we should soon be within reach of our target.

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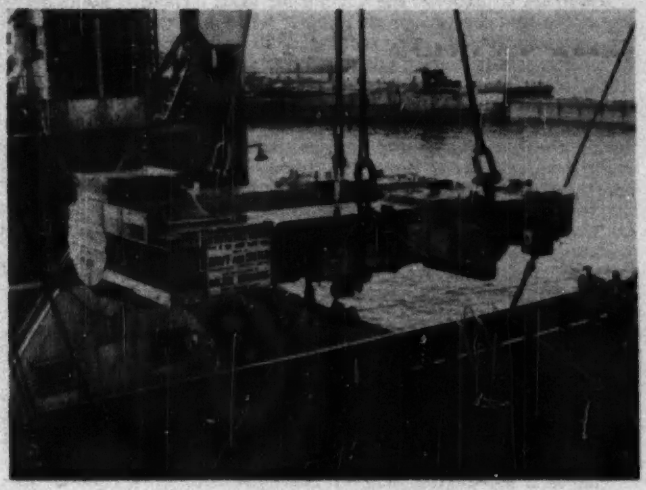

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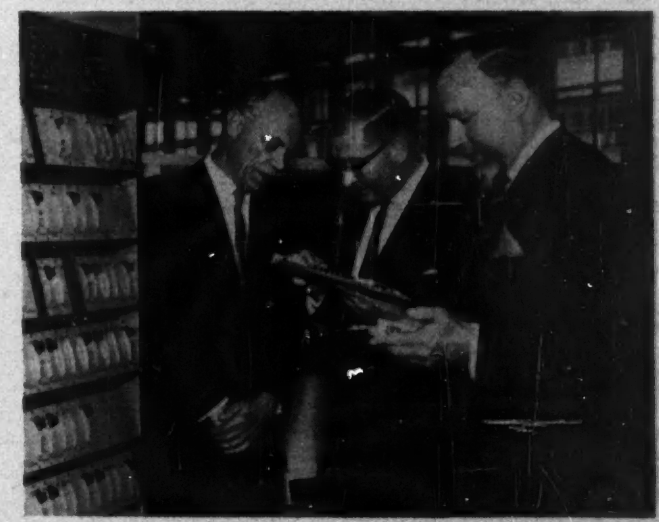

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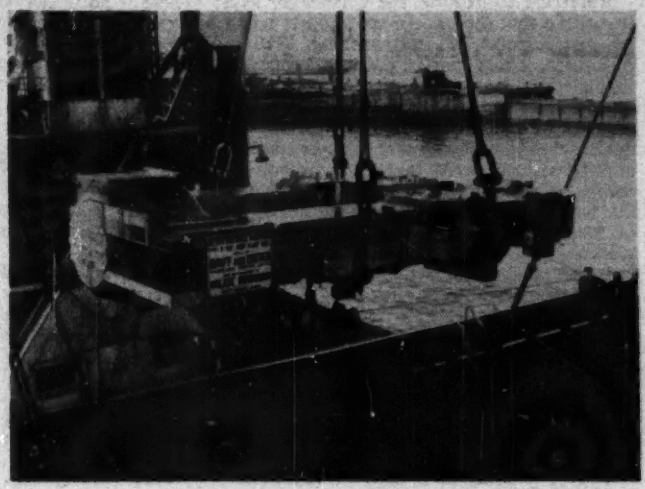

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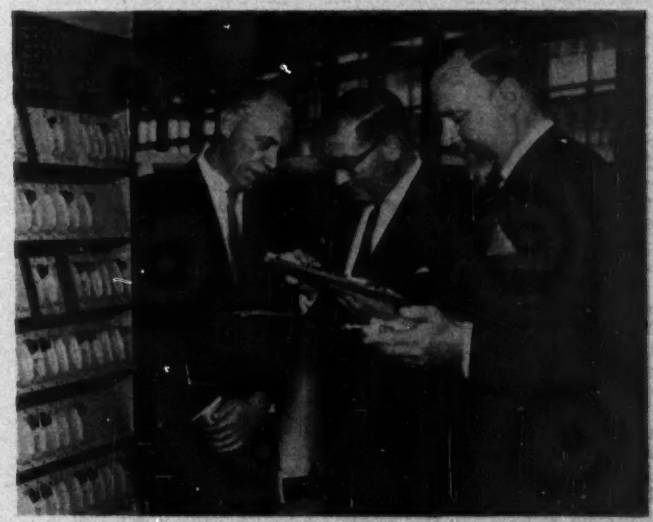

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Action to aid Development Districts

On the home front he referred to the coming Bill to control office as well as factory development as the first essential step to check extreme congestion in the South-east.

'Secondly, to speed up modernization and higher productivity in the under-employed areas, we propose to launch a new programme of Government-financed advanced factories in the development districts. This is the quickest way, in addition to many other efforts now in train, to stimulate positive new development, which is what we all want in the least fully employed areas. It fulfils the promise in the White Paper on the Economic Situation, October 26, that:

"the Government will foster more rapid development in the under-employed areas of the country."

I shall announce the details of this programme in the near future after consulting the regional officers of my Department and others.

'Thirdly, I told the regional controllers of the Board of Trade yesterday, after a full discussion, that I wished to see a tougher application of the IDCs on factories being built in the really congested areas. These measures are only a start in the campaign to get employment more economically spread out, but I believe that they are the first urgent practical steps necessary to remove the geographical drag on the growth of our national product.

'At the same time, we shall introduce, as soon as we can, major legistation to strengthen the Government's present power to prevent monopoly abuses. Certainly, such abuses exist on many sides of industry and we mean to attack them all along the line. In some respects we shall amend the proposals in the Government's White Paper of last summer. In particular, I think that we need to consider whether powers could be taken to hold up a merger where there is a *prima facie* case against it and not to let it go through and then unscramble it months or years later.'

The Chancellor's Budget speech on imports and exports

INTRODUCING HIS Autumn Budget on November 11, Mr. James Callaghan, Chancellor of the Exchequer, said: 'The legislation which I shall introduce will provide for a temporary charge of 15 per cent, effective from October 27, on substantially all imports except – and these are very important exceptions – food, feeding-stuffs, fuel, unmanufactured raw materials and unmanufactured tobacco. The Government have decided that books and periodicals should also be exempted from the charge. This is in conformity with our obligations to UNESCO and because the Government do not wish to impose a charge which would be widely regarded as a tax on culture. The Government have also decided that the charge should be not levied on large ships, which, for this purpose, are those of 80 tons or more – some of us in former years would have regarded these as very small ships – on the ground that it could be avoided with relative ease and, even if paid, would have to be refunded when the ship left a United Kingdom port. Components used by British shipbuilders in the manufacture, repair or refitting of large ships in registered shipping yards will also be exempt.

'Considerations similar to those in respect of large ships also arise in the case of large aircraft, and we have accordingly decided that they should be relieved of the charge if they are of a maximum total weight exceeding 18,000 lbs. The exemptions for raw materials have also been widened slightly: details of the exemptions will be set out in the Ways and Means Resolution.

'The powers which will be taken in the Finance Bill will run until November 30, 1965, but will be renewable for a further period of not more than a year by affirmative resolution. It is, however, our intention to review the arrangements well before next November; indeed, I expect to make a first review in the spring of next year. The powers will also enable the Government – and that is an important point to note – to reduce the rates or the coverage of the charges at any time before November, 1965, by an Order subject to negative resolution.

'It is the Government's intention that drawback of the charge will be available for re-exported goods and for all exported goods which can be shown to the Customs to contain components or materials which have borne the charge. The revenue expected from the charge, if it stayed unchanged throughout a full year – I must emphasise that point – would be of the order of £200 million.'

Referring to exports, the Chancellor said: 'There is good reason to believe that the charge on imports will yield a substantial saving on our imports bill approaching £300 million a year. But this, of course, is not itself a cure; it gives us a breathing space – and that alone – so that we can begin the redirection of our economic efforts towards a very substantial increase in exports. The first urgent task is to discover what were the obstacles to higher exports, during the last nine or ten months, particularly in the engineering industries, and what were the reasons which made the actual course of exports this year so different from the forecasts made at the beginning of the year. In addition, there will be an intensive examination of ways and means to provide further encouragement to exporters.

'In the meantime, we have taken steps to relieve exporters of certain handicaps in the form of indirect taxes which have so far fallen on export costs as well as home sales. The duties are those on petrol and other oils, on vehicle licence duties, and some items of Purchase Tax which, at various stages, enter into the cost of manufacture for export. The legislation which I now propose will operate effectively from October 26 last. The rebate, as has been said, will probably vary from 1 to 3 per cent of the value of exports according to the type of product. The estimated cost at the present level of exports is £70 million.

'This is a substantial help to our exporters. This view is confirmed by conversations I have had with some of our leading exporters. It is plainly a measure which will take time to show its effects, but we hope that the expansion in exports induced by the rebate will eventually be a good deal greater than the budgetary cost.'

Embargo on arms to South Africa

MR. HAROLD WILSON, the Prime Minister, announced in the House of Commons, on November 17, the Government's decision to impost an embargo on the export of arms to the Republic of South Africa. Firms affected by this announcement should address their inquiries to the Export Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7221).

Mr. Roy Mason visiting the Humber

MR. ROY MASON, Minister of State at the Board of Trade with special responsibility for the shipping and shipbuilding industries, will be paying his first visit to small shipyards when he visits the Humber today, November 20. The shipyards he will see are Goole Shipbuilding and Repairing Co. Ltd., Richard Dunston Ltd., at Thorne, and Cochrane & Sons Ltd., at Selby. The Minister will be meeting local representatives of the shipbuilding and engineering unions at each yard.

The object of the Minister's visit is to see conditions for himself. In this connection he is anxious to visit in the future as much of the industry as he can. On November 5 and 6 he visited shipyards in the North East, and on October 29 and 30 shipyards on the Clyde.

EFTA ministerial meeting

THE MEETING at Ministerial level of the European Free Trade Association and the FINEFTA councils has been arranged to take place in Geneva on November 19 and 20 with Mr. Douglas Jay, President of the Board of Trade in the chair. The British Delegation is being led by Mr. Patrick Gordon Walker, Secretary of State for Foreign Affairs and includes Mr. T. F. Peart, Minister of Agriculture, Sir Edgar Cohen Permanent United Kingdom Delegate to the Council of the EFTA at Geneva and officials from the Foreign Office, Treasury, Board of Trade and Ministry of Agriculture.

Anglo-Canadian trade talks

A CONFERENCE, organized by the United Kingdom and Canadian committees of the Federation of Commonwealth Chambers of Commerce during which British and Canadian businessmen discussed such subjects as foreign investment in Canada, anti-dumping laws in Canada, and East-West trade took place at Ditchley Park, Oxford, on November 16 and 17. Lord Tweedsmuir led the British delegation, and Captain Joseph Jeffery, chairman of the London Life Insurance Co., of London, Ontario, led the Canadian delegation.

At a press conference in London Mr. Victor Oland, of Nova Scotia, commenting before the talks began, said that Canadians would welcome more British made machinery of a type that a

country with a population of only 20 million could not produce economically. Although there was an imbalance of trade between the two countries, in favour of Canada, most of the Canadian goods Britain imported were raw materials to be manufactured and often exported again, added Mr. Oland.

Visit to Britain of three Ministers from Togo

MONSIEUR A. MEATCHI, Vice-President of the Republic of Togo, Minister of Finance, Economy and Planning; Monsieur G. Apedo-Amah, Minister for Foreign Affairs; and Monsieur J. Agbemegnan, Minister of Commerce, Industry and Tourism; will visit Britain, as the guests of H.M. Government for about ten days from November 25. The party will be accompanied by His Excellency Monsieur J. A. Hunlede, the Togolese Ambassador to the United Kingdom (who is resident in Paris) and by an official from the Vice-Presidential Office.

The programme for the visit will include meetings with Ministers, officials and industrialists, and factory visits.

British exports to Togo amounted to £947,160 in 1963, and £945,891 in the nine months ending September 30, 1964. Cigarettes, cotton fabrics, whisky, machinery, vehicles and metal manufactures were the principal commodities. Britain is Togo's next largest supplier after France. British imports from Togo in the same periods totalled £195,177 and £71,384, with crude fertilizers, cotton, cotton seed and coffee as the main items.

Czechoslovak trade mission in Britain

AT THE INVITATION of the London Chamber of Commerce a ten man trade mission from Czechoslovakia arrived in Britain on November 17 to find ways of increasing Anglo-Czechoslovak trade. The mission will return to Prague on November 24.

The mission which is expected to meet Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade, will be led by Mr. J. Horn, President of the Czechoslovak Chamber of Commerce. The members are making official visits to London and Birmingham, in addition to visiting factories in Sheffield, Manchester and Basingstoke. They represent Czechoslovakia's engineering industry, the machine tool industry, the Brno Trade Fair, and senior foreign trade representatives from the consumer and foodstuffs industries.

Birmingham send selling mission to Lyons, France

ON NOVEMBER 22 a group of 12 businessmen leave Birmingham for a week's intensive selling in the Lyons area of France. They form the latest in a series of selling missions organized by the Birmingham Chamber of Commerce which have brought new export business into Birmingham. The mission will be led by Mr. H. B. Jackson, manager of the newly-formed Barclays Export Finance Company and a member of the Europe Executive Committee of the Birmingham Chamber of Commerce.

AEA President presents technical information to Soviet Ambassador

THE PRESIDENT of the Agricultural Engineers Association, Mr. W. P. Authers, presented the Soviet Ambassador, Mr. A. A. Soldatov on November 11, with the answers to technical questions on tractor and tyre design which were put to him by engineers from the Kharkov tractor plant during his visit to the British Agricultural Exhibition, Moscow, in May. The presentation was made at the Soviet Embassy. Mr. Authers was accompanied by Air Vice-Marshal F. L. Hopps, the Chief Executive of the Agricultural Engineers Association and Mr. A. N. Halls, Assistant Secretary, Board of Trade.

In his remarks Mr. Authers referred to Mr. Kosygin's address at the opening of the exhibition, in which a plea was made for closer technical co-operation between our two countries. He said that the bound copy of the answers contained the separate replies from a number of different manufacturers thus giving a comprehensive cross section of the opinions of the leading experts in this country.

He told the Ambassador that the manufacturers who responded to the questionnaire did so with a cordiality in keeping with the spirit and purpose of the exhibition and that he felt in a small but significant way history has been made as it is unusual for countries freely to exchange technical information on their research and development in this way. He hoped it was a happy augury for the future in promoting friendship and understanding to the mutual benefit of the people of the Soviet Union and the United Kingdom.

The Soviet Ambassador thanked Mr. Authers and the industry and said that he was sure the information would be received with appreciation. He said that all such interchanges could not help but achieve greater understanding.

Mr. E. C. Redhead, Minister of State, Board of Trade (left), with Mr. H. Birtles, Director of the Board of Trade's Export Services Branch (centre), during a visit to the library of the Export Services Branch at Hillgate House, London, E.C.A. The library has one of the largest collections of export reference books in the world.

FBI industrial trends inquiry

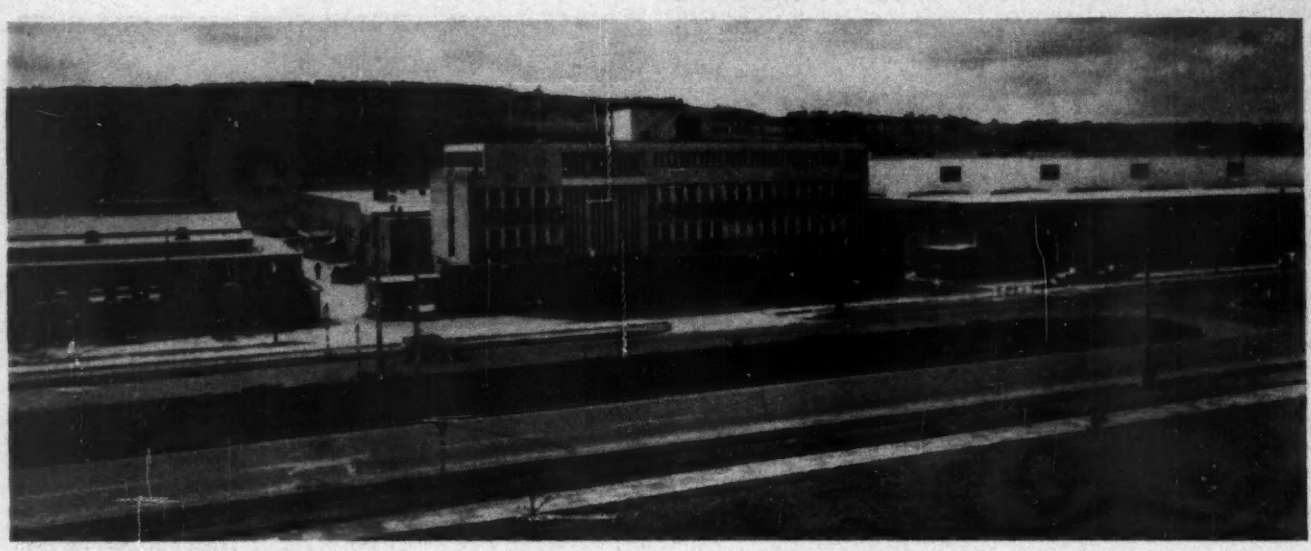
IN THE FEDERATION of British Industries' 21st Industrial Trends Inquiry, carried out in recent weeks, two-thirds of the 836 respondents were as optimistic about the general situation in their industries as they were five months ago. The rest were equally divided between those who were more and those who were less optimistic. Almost half the firms reported upward trends in total output and new orders: in each case just over 10 per cent reported downward trends. Nearly one-third of the 633 firms reporting on exports were more optimistic about their export prospects while only 12 per cent were less so, and the proportion of firms working to capacity (58 per cent) was almost unchanged from last June.

There is little change since last June in the relatively buoyant figures for investment intentions, and a strong upward trend is indicated in orders received for capital equipment. The supply of skilled labour and shortage of materials and components are assuming greater significance, and half the firms report rising costs. Prices continue to be the most important limiting factor to obtaining more export orders.

Industrial designers appeal for £½m.

AN APPEAL FOR £500,000 was launched by Lord Chandos in a letter to *The Times* on November 5 on behalf of the Society of Industrial Artists and Designers. The letter, which was signed by a number of leading industrialists, stated that the objects of the appeal were to provide better products for the home market and make British goods more acceptable abroad. Funds are required to provide and endow: (1) a headquarters in London equipped with library, lecture rooms, exhibition hall and administrative offices, (2) a Board of Design Education to establish the requisite standards for professional practice, (3) facilities for Design Research, and a comprehensive information service that will enable those concerned with industrial design to keep ahead of design thinking throughout the world.

Further information about the appeal may be obtained from Mrs. Anne Townsend at the Society's present headquarters, 7 Woburn Square, London, W.C.1.



A recent major development on the Team Valley Industrial Estate is this £1 million factory for Thomas de La Rue Ltd., which will ultimately employ 500 and be the biggest bank-note printing factory in Western Europe.

New commercial plastics factory in Northumberland

A 50 ACRE SITE has been acquired by the Commercial Plastics Group of Companies on the Cramlington Industrial Estate, Northumberland. The building of a new factory for the manufacture of PVC sheeting will begin almost immediately. The area of the factory will be 300,000 sq. ft. and it will be completed early in 1966.

In a statement Dr. J. Pomeraniac, managing director of the group, says: 'Our factory at Willington Quay has reached maximum capacity and no further development is practicable there. Increasing demand for the products of the company, both at home and for export, makes it necessary to undertake major new expansion plans and to make provision to ensure continued expansion in the years ahead.'

Laundry equipment company's headquarters move to Glasgow

BAKER, PERKINS, JAXONS LTD. are to expand their Laundry Equipment Division at Glasgow's Hillington Industrial Estate, and also transfer the Division's sales and servicing headquarters to the same factory from London. To do this the company has obtained Board of Trade approval for acquiring approximately 10,000 square feet additional factory space – they already occupy about 40,000 square feet at Hillington.

The additional employment from this development is expected to total more than 70, most of the jobs being for skilled and semi-skilled men. There will also be some vacancies for engineering apprentices.

The expansion is scheduled to take place in the spring of next year, and labour recruitment will then start almost at once.

£2½m. factory expansion in N.E.

A £2½ MILLION factory expansion programme at Team Valley Trading Estate, Gateshead-on-Tyne, for Armstrong Cork Co. Ltd., has been announced. Mr. E. M. Wood, managing director of the company, said that the new plant would give employment to an additional 250 men by the middle of 1966.

The new factory is for the production of an incombustible ceiling product in tile and panel form with high acoustical and decorative properties. In addition, existing facilities for the manufacture of flooring tiles will be doubled by the installation of a new production line of the latest design.

The present factory was opened in 1948 by Mr. Harold Wilson, the Prime Minister, then President of the Board of Trade.

Research unit added to NI factory

AUTOLITE MOTOR Products Ltd., who are building a factory at Finaghy, Belfast, for the manufacture of carburettors and distributors, are to add a research, design and development unit. The unit should employ about 40 people – all highly qualified and a large proportion university graduates.

Mr. Brian Faulkner, Northern Ireland Minister of Commerce, making the announcement, said: 'We need as much research and development as possible in Northern Ireland to provide a stimulus to further industrial growth. Projects of this kind are therefore of the greatest importance to us. The original decision to set up a manufacturing unit to employ over 600 people, which was announced at the beginning of the year, was very welcome – this latest news is a doubly welcome bonus.'

Building work on the 200,000 sq. ft. factory is well advanced. Autolite, which has its parent plant at Enfield, Middlesex, intends to take up occupation before the end of the year.

Temporary charge on imports

HM CUSTOMS AND EXCISE have issued the following notices in connection with the temporary charge on imports announced in the *Board of Trade Journal* of October 30, page 936:

Notice No.

250 Temporary Charge on Imports. Importation and Warehousing Procedures.

251 Remission or Repayment of the Temporary Charge on Imports.

252 Valuation of Imported Goods for the purpose of *ad valorem* duties and Temporary Charge on Imports.

Copies of these notices may be obtained from Collectors' Offices or from Kings Beam House, Mark Lane, London, E.C.3.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2:* 423 *Oxford St., London, W.1; 13A Castle St., Edinburgh 2;* 39 *King St., Manchester 2;* 35 *Smallbrook, Ringway, Birmingham 5;* 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol 1;* 80 *Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Ext. 1195.

Temporary charge on imports

HM CUSTOMS and Excise announce that the following classes of goods have been added to the exempt list since the Government's announcement on October 26, 1964:

Tariff Heading	Summary Description
22.10	Vinegar.
29.01 (B) (2)	Methane.
31.01	Guano.
ex 31.02 (A)	Sodium nitrate, natural.
31.04 (B)	Mineral or chemical fertilizers, potassic other than potassium chloride, analytical reagent quality.
ex 31.05 (A) (2)	Fertilizers consisting of natural potassium nitrate together with natural sodium nitrate.
ex 41.02-05	Undressed leather.
49.01-04	Printed books, newspapers, children's picture books and music printed or in manuscript.
49.09 (A) and 49.10 (A) (1)	Trade advertising material being material the primary purpose of which is to stimulate travel outside the United Kingdom.
49.11 (A) (2)	Trade advertising material being publications illustrated or not the primary purpose of which is to stimulate study or travel outside the United Kingdom or to advertise exhibitions held outside the United Kingdom.
49.11 (C) (1)	Parts of books or booklets in the form of printed pictures or illustrations not bearing a text.
88.02 (A)	Aircraft of a maximum total weight exceeding 18,000 lb.
89.01 (A)	Ships of a gross tonnage of 80 tons or more.
89.01 (B)	Fishing vessels of the kind commonly known as Danish type seiners.
89.02 (A)	Tugs of a gross tonnage of 80 tons or more.
89.03 (A)	Other vessels of a gross tonnage of 80 tons or more.

Shipbuilding, repairing and refitting

Goods brought to a shipbuilding yard registered by the Commissioners for use in the building, repairing or refitting of ships in that yard will be relieved of the charge provided that when so used they constitute or form part of an eligible ship or its equipment or machinery. Similar relief facilities will be available for certain goods imported for use in the construction or repair of the boilers or propelling machinery of an eligible ship or of the accessories of such boilers and machinery, provided that when so used they constitute or form part of the ship's equipment or machinery. For the purposes of these reliefs eligible ships are either:

(a) ships of a gross tonnage of 80 tons or more; or

(b) fishing vessels of the kind commonly known as Danish type seiners with a fuel carrying capacity of not less than 500 gallons.

Marking of imported electric incandescent lamps

THE BOARD of Trade announce that, in pursuance of section 7 of the Merchandise Marks Act 1926, a Draft Order in Council (Draft of the Merchandise Marks (Imported Goods) No. 2 Order 1928 Amendment No. 2 Order 1964) has been laid before Parliament.

This Draft Order provides that, in the case of imported electric incandescent lamps of the following description, the indication of origin shall be indelibly stamped, embossed, incised or impressed on the cap of the lamp and also indelibly marked on the carton, wrapper or other container in which the lamp is imported, sold or exposed for sale, as the case may be:-

Electric incandescent projection lamps having a glass bulb, the external surface of which is coated with an obscuring finish except for a clear area for light emission.

This Draft Order in Council will further amend the Merchandise Marks (Imported Goods) No. 2 Order 1928, Part III (S.R. & O. 1928/570 and S.I. 1964/912).

Copies of the Draft Order can be obtained from H.M. Stationery Office, Kingsway, London, W.C.2, and branches, or through any bookseller, price 3d., by post 5½d.

Note:

(i) This Draft Order varies the manner in which an indication of origin is to be applied to the imported projection lamps described above. The indication of origin is now required to be marked on the cap; previously it was required to be marked on the bulb. (A Direction was made on February 21, 1964 (S.I. 1964/261) provisionally modifying the 1928 Order in the same way as this Order).

(ii) The report of the Standing Committee (General Merchandise), set up under the Merchandise Marks Act 1926, recommending that the principal Order should be amended in this manner was published as Command Paper No. 2413 on July 15, 1964.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 4, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	1:2-Dibromoethane	As in previous column	December 31, 1965	6630
29.14	Allyl β-cyclohexylpropionate.	Allyl cyclohexane propionate.	December 31, 1965	6620
29.15	Oxalic acid dihydrate of a purity not greater than 95%	Oxalic acid impure or crude.	June 30, 1965	278
29.27	Ethyl α-cyanodiphenylacrylate.	α-Cyano-β β-diphenyl acrylate.	December 31, 1965	6612
29.27	2-Ethylhexyl α-cyanodiphenylacrylate.	α-Cyano-β β-diphenyl (2-ethyl hexyl) acrylate.	December 31, 1965	6611
81.02	Molybdenum, of a purity not less than 99% in the form of powder of which not more than 1% by weight is retained on a sieve having a nominal width of aperture of 75 microns and conforming to British Standard 410:1962.	Molybdenum powder	December 31, 1965	8265
81.02	Unwrought metal, waste and scrap.	Molybdenum scrap	December 31, 1965	5597

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty as from January 1, 1965, on the following items which are at present temporarily exempt from import duty.

Tariff heading	Description	Tariff heading	Description
29.04	2-Methylpentane-2:4-diol	29.35	6-Mercaptopurine
29.31	Dimethyl sulphoxide	29.42	Noscapine
29.35	Hypoxanthine		

Duty on hydrocarbon oils

HM CUSTOMS and Excise announce that the duty on light hydrocarbon oils (mainly petrol) and on heavy hydrocarbon oils used as road fuel has been raised by 6d. per gallon. In the case of imported oils (including those produced in this country from imported crude oil) the Customs rate is increased from 2s. 9d. to 3s. 3d. per gallon and in the case of indigenous oils the excise rate is increased from 1s. 6d. to 2s. per gallon. These increases came into effect from 6 p.m. on November 11.

As a corollary to this increase in duty, the hydrocarbon oil duty at present charged at the rate of 5½ per cent on certain imported composite goods containing light hydrocarbon oils, is to be raised

to 6½ per cent. The goods affected are certain lubricating preparations and certain compound solvents and thinners for varnishes. The Composite Goods (Amendment) Order, 1964, which gives effect to this change came into operation on November 12.

There is no change in the duty on heavy oils used for purposes other than road fuel, e.g. for industrial or domestic heating purposes or as lubricants.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned Patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEES	SUBJECT-MATTER
	October 5, 1964	
852,838	Gevaert Photo Producten N.V.	Production of images from exposed film and X-ray film.
	October 6, 1964	
866,310	Soc: Anon: Dauphinoise d'Applications Chimiques (S.A.D.A.C.).	Machine for shaping laminated materials
870,555	N.V. Nederlandsche Instrumenten Compagnie "Nedinsco".	Optical Goniometers.
880,845	Distillers Co. Ltd.	Polyurethane prepolymers and foamed materials.
884,957	Compagnie General D'Electricite	Cable bushing insulators.
893,226	Neitzer, A.	Life saving device for submarine crews.
934,629	Distillers Co. Ltd.	Foamed materials.
940,276	Regie Nationale des Usines Renault	Regulating the charging pressure of a gas container.
945,658	Compagnie Grnerale d'Eletricite	Polytetrafluoroethylene insulating discs.
947,297	Compagnie Generale d'Eletricite	Electric cable with anti-corrosive metal sheath.
	October 7, 1964	
736,382	Regie Nationale des Usines Renault	Rear view devices.
858,143	Alblassen R.	Mould carriers.
924,935	Regie Nationale des Usines Renault	Safety devices for spraying-rebeating apparatus, etc.
	October 9, 1964	
829,384	Societe Nouvelle Spidem	Tube drawing benches.
947,144	Leclabart, G.	Models for wig display etc.
947,926	Societe des Forges et Ateliers du Creusot.	Automatic regulating device for compressors.
950,239	Feuillastre, A.A.A.	Gear-box.
	October 12, 1964	
829,197	Compagnie Generale du Duralumin et de Cuivre.	Guillotine shears.
836,310	Machines-Outils Somua.	Milling machine.
935,250	Societe Nouvelle des Ateliers des Venissieux.	Tiered wagon for vehicle support.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

Patent Office.

Application for cancellation of 'Licences of Right'

UNDER SECTION 36 of the Patents Act 1949 the following application has been made for the cancellation of the endorsement 'Licences of Right' on the following Patent:

NUMBER	GRANTEE	SUBJECT-MATTER
931,287	Societe d'Etudes et d'Applications Industrielles, Commerciales et Immobilieres 'Inter-Technique'.	Vehicle suspension system.

Any person may give notice of opposition to the application by filing Patents Form No. 46 at the Patent Office, 25 Southampton Buildings, London, W.C.2, on or before December 18, 1964.

GORDON GRANT,
Comptroller-General.

The Patent Office.

New and revised British Standards

RECENT BRITISH Standards are listed below. Copies are obtainable from the British Standards Institution, British Standards House, 2 Park Street, London, W.1.

	Particulars	Price £ s. d.
SPECIAL ISSUE		
B.S.	Addendum packet No. 18 to B.S. Handbook No. 3: Building materials and components	15 0
NEW BRITISH STANDARDS		
B.S.	Addendum No. 2:1964 (PD5352) to B.S.4: Part 1:1962: Hot-rolled sections	2 0
2634:1964	Roughness comparison specimens: Part 2:1964 Specimens representing turned and bored surfaces	6 0
3456	The testing and approval of domestic electrical appliances: 3456: Section A13:1964 Thermal-storage electric water-heaters	7 6
3795:1964	Matches	6 0
3799:1964	Forged steel pipe fittings, screwed and socket-welding for the petroleum industry (4to size)	15 0
3800:1964	Methods for testing the accuracy of machine tools A4 size (4to)	1 0 0
3804	Methods for the determination of the calorific value of fuel gases: 3804 Part 1:1964 Non-recording methods	17 6
3806:1964	Breathing machines for medical use	7 6
3807:1964	Method for the type testing of enclosures for electrical apparatus for use in onerous dust conditions	4 0
3808:1964	Cast and forged steel flanged screwed and socket-welding wedge gate valves (compact design), sizes 2 in. and smaller, for the petroleum industry (4to size)	12 6
3809:1964	Wood wool permanent formwork and infill units for reinforced concrete floor and roof slabs	3 0
3810	Glossary of terms used in materials handling: 3810 Part 1:1964 Terms used in connection with pallets, stillages, hand and powered trucks	12 6
3811:1964	Glossary of general terms used in maintenance organization	4 6
NEW BRITISH STANDARDS: AUTOMOBILE SERIES		
B.S.		
AU39:1964	Electrical cable connector: tube type (17½ amperes maximum continuous rating)	2 6
AU45:1964	Electrical cable connectors: blade type, female (17½ amperes maximum continuous rating)	2 0
AU46:1964	Electrical cable connectors: blade type, female (35 amperes maximum continuous rating)	2 0
NEW CODE OF PRACTICE		
B.S. CP143	Sheet, roof and wall coverings: CP143 Part 5:1964 Zinc	6 0
NEW AIRCRAFT STANDARD		
B.S. G190:1964	Cabin altimeters for aircraft	4 0
REVISED BRITISH STANDARDS		
B.S.		
41:1964	Cast iron spigot flue or smoke pipes and fittings	6 0
122	Milling cutters and reamers: 122 Part 2:1964 Reamers, countersinks and counterbores	1 0 0
799	Oil-burning equipment: 799 Part 2:1964 Vaporizing burners and associated equipment	15 0
843:1964	Thermal-storage electric water-heaters (constructional and water requirements)	6 0
1788:1964	Street-lighting lanterns for use with electric lamps	10 0
1952:1964	Copper alloy gate valves for general purposes	8 6
1953:1964	Copper alloy check valves for general purposes	8 6
2060:1964	Copper alloy screw-down stop valves for general purposes	10 0
2475:1964	Octave and one-third octave band-pass filters	5 0
REVISED AIRCRAFT STANDARD		
B.S. 2G173:1964	Performance and interchangeability requirements for plugs and sockets for ground electrical supply to aircraft	10 0

Maintenance definitions

A new British Standard Glossary of general terms used in maintenance organization has been published as B.S.3811. The glossary has been prepared by a committee including representatives of the National Coal Board, the United Kingdom Atomic Energy Authority, management organizations, all sections of industry and the journal *Maintenance Engineering*. It provides agreed definitions for terms used in maintenance work and, in addition, gives a chart showing the relationship between various forms of maintenance (breakdown maintenance, running maintenance, emergency maintenance and so on).

Copies of B.S.3811 may be obtained from the BSI Sales Branch, 2 Park Street, London, W.1. Price 4s. 6d. each. (Postage will be charged extra to non-subscribers.)

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New Books

Fair Trading, Protecting Consumers. Research Institute for Consumer Affairs (34 pages. 4s. from the Institute, 27 John Adam Street, London, W.C.2). How to make use of the services available under the new Weights and Measures Act for the protection of consumers, is the subject of a new pamphlet in the RICA's series of *Essays and Enquiries*. This report looks in particular at the services carried out by the Inspectors of Weights and Measures in the framework of local government, and describes the range of duties and activities undertaken by local Inspectors. It makes some criticisms of the staffing position in respect of these services, and also of what the Institute regards as omissions in the new Act; but concludes that the major obstacle to improved consumer protection is the public's insufficient use of the available services. The pamphlet also contains some rules of procedure for members of the public on 'How to Complain'.

The Resale Prices Act, by H. Summerfield and I. Stanbrook (195 pages. Charles Knight & Co., 35s.). Legislation regulating the maintenance of resale prices, first introduced in the Restrictive Practices Act 1956, has been modified and extended by the Resale Prices Act, 1964, which received the Royal Assent in July. The present work sets out to provide 'factual information about the setting in which the new Act is placed . . . and . . . intelligent prophecy about its interpretation'; and is intended to assist business men who require guidance about their position under the new legislation, and their legal advisers. It begins with a summary of the general provisions and effects of the 1964 Act, and then examines in detail the individual questions of conditions for exemption, applications for exemption, court proceedings, loss leaders, withholding of supplies, and enforcement. The texts of the relevant parts of the 1956 Act and of the whole of the 1964 Act, with the Regulations made under it, are given in appendices which also contain digests of some of the decisions of the Restrictive Practices Court which are regarded as likely to have a bearing on the approach which the court may make to questions under the Resale Prices Act in the future. A less detailed commentary on the Resale Prices Act of 1964 is contained in Jeremy Lever's **The Law of Restrictive Practices and Resale Price Maintenance** (167 pages. Sweet & Maxwell, 25s.). This is a second edition of the author's *The Law of Restrictive Trade Agreements*, published in 1962, which has been widened in scope to include the new legislation. The last 45 pages of the new edition are devoted to resale price maintenance, the first 70 pages containing a discussion of Part I of the Restrictive Trade Practices Act 1956. An appendix contains the full text of both Acts and of the Regulations made under the 1964 Act. A briefer commentary is provided by the Federation of British Industries' **Resale Prices Act 1964, A Guide for the Industrialist** (67 pages. 10s., from the FBI, 21 Tothill Street, London, S.W.1), the purpose of which is to give a straightforward account of the main provisions of the Act for manufacturers, trade associations and others who may be affected by it. Here, again, the full texts of the Act and the Regulations are reprinted.

Survey of Road Goods Transport 1962, Final Results Part 1. Ministry of Transport Statistical Paper No. 2 (59 pages. 7s., by post 7s. 6d., from HM Stationery Office and Government Bookshops). The final report of the Survey is to be published in four volumes as the results become available, and this volume is the first to appear. It contains the main results of the Survey, with detailed information about the goods vehicle fleet in 1962, its size, age structure and carrying capacity. This supersedes a preliminary analysis of the Survey already published under the title *Survey of Road Goods Transport, 1962, First Results* which gave only estimates based on returns for the first week of the Survey. Part 2 of the Final Results will give details of the commodities carried by road transport, and Part 3 will be a methodological account of the sampling design and the organization of the Survey. The final part, Part 4, will show the pattern of the flow of freight carried by road between the main centres of population and industry.

A Glossary of Commercial Terms, by D. J. Bosley (72 pages. Blackie and Son Ltd, 6s. 6d.). The author has written this little book as a handy and simple work of reference of commercial terms suitable for use by young people studying in the commercial streams of schools and the Commerce Departments of Technical Colleges. Definitions of terms have therefore been constructed so that they will be reasonably easy for these pupils to remember; this has sometimes meant that absolute accuracy has been sacrificed to simplicity. The terms are arranged alphabetically and their definitions are supplemented by some useful illustrations, e.g. of a bank statement, a bill of lading, a trader's balance sheet. A short selected list of Acts of Parliament touching upon commercial matters has been included.

Development Opportunities in Rhodesia, 1964. Rhodesian Ministry of Trade, Industry and Development, Salisbury (93 pages. Free from Rhodesia House, 429 Strand, London, W.C.2). An illustrated business and investment guide containing an outline of the Rhodesian Government's economic and financial policies, a survey of the growth of agriculture, forestry and manufacturing industries, and of the foundations which have been laid for further economic growth, as well as examples of growth points and investment opportunities in agriculture and manufacturing industries. Summaries of legislation affecting business operations and other general information are also given, including the first published summary tables of the preliminary results of the Rhodesian census of distribution for 1962. Other statistical data, together with a directory of useful addresses and information on banks and financial institutions, appears in appendices. An index completes the volume.

Australian Directory of Exports 1964-65. Associated Chambers of Commerce of Australia, etc. (312 pages. 105s., by post 107s. 6d., from Messrs. H. MacKenzie, 4a Bloomsbury Square, London, W.C.1). Designed primarily to assist overseas buyers of Australian goods this directory contains a list of 4,000 commodities available for export and the names of over 1,100 manufacturers, merchants, wholesalers and agents. It includes information on the structure, chief executives, bank references, overseas agents and brand names of each firm, and a general introduction to Australian affairs including marketing practices, a list of service industries and a Brand-Name Index.

Writers on Organizations; an Introduction, by D. S. Pugh, D. J. Hickson and C. R. Hining (98 pages. Hutchinson, 15s.), sponsored by the Administrative Staff College at Henley-on-Thames, is intended as a guide book for students of management. It is a survey of the ideas which have influenced the trend of thought on this subject during the last fifty years, and it consists of brief summaries of the writings of such people as Wilfred Brown, Urwich, Brech, and Drucker. The differing aspects of organizations – their structure, functioning, management, members, and relation to society – are illustrated by grouping the summaries into five main sections. Short bibliographies precede each summary and the book has an index.

How to Win the Business Battle, by Eric Webster (168 pages. John Murray, 18s.). The 'business battle' in the title is for success as an administrator, and this little book joins the list of exhortatory and inspirational works designed to increase efficiency in management and self-confidence in business executives.

Other Publications

PLANTATION CROPS 1964, 'A Review of Production, Trade, Consumption and Prices Relating to Sugar, Tea, Coffee, Cocoa, Spices, Tobacco and Rubber', by the Commonwealth Economic Committee. 249 pages. 10s., by post 10s. 11d., from HM Stationery Office and Government bookshops.

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Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

MONDAY, NOVEMBER 9

Policy on IDC's

Asked to what extent it is the policy of HM Government to issue industrial development certificates in areas of Hampshire where there is no unemployment, Mr. Douglas Jay, President of the Board of Trade, said: 'Our policy is to discourage industrial development which will result in further pressure on the labour supply in places where labour is scarce and is likely to remain so. We shall therefore look critically at all IDC applications for projects in these areas, and are unlikely to grant IDC's for projects which would involve any significant increase in employment.'

TUESDAY, NOVEMBER 10

Office building in London

The President declined to give an assurance that the area now proscribed for office building in and around London would not be increased within the next 12 months.

Effect of terms of trade

A question was asked as to how much it was estimated that United Kingdom imports and exports would be increased or decreased in value if the terms of trade had remained as in 1954.

In reply, Mr. E. C. Redhead, Minister of State (Overseas), said: 'In September 1964 the terms of trade stood at 101 (taking 1961 as 100). It is estimated that the value of United Kingdom exports in the first nine months of 1964 would have been, at an annual rate, about £650 million less at 1954 prices, and the value of imports about the same. Firm conclusions cannot however be drawn from these estimates, since at different price levels the quantities of goods exported and imported would also have been different.'

Unemployment in Llanrwst and Kelty

Mr. George Darling, Minister of State (Home), answered questions about steps taken to assist small centres of unemployment in Wales such as Llanrwst and the position of Kelty, Fife, where the last pit is about to close.

THURSDAY, NOVEMBER 12

Shipyard orders

The President of the Board of Trade was asked if he would state the volume of orders in British shipyards during each of the last ten years for each shipyard; and what were his plans for further financial assistance to keep busy those yards in need of a renewal of State help. In reply the Minister of State (Shipping) said that figures of orders for individual shipyards were confidential, but the total new orders received by the British shipbuilding industry during the last ten years were as follows:

	Gross tons
1954	634,000
1955	2,328,000
1956	2,475,000
1957	1,679,000
1958	497,000
1959	819,000
1960	627,000
1961	748,000
1962	610,000
1963	1,583,000

He added that he was making a complete reappraisal of the shipbuilding industry, and this would take some time.

Trade with Spain

Asked what were HM Government's proposals for expanding British trade with Spain, Mr. E. C. Redhead, Minister of State (Overseas) said that the full range of our export promotion services was available for this promising market.

Tourist industry's earnings

The President was asked whether, in view of the fact that the travel industry was estimated to be Great Britain's fourth largest earner of overseas currency, he would take steps to extend to the British hotel industry some financial incentives to improve their facilities for the attraction and accommodation of visitors from overseas. In reply the Minister of State (Shipping) said that the President of the Board of Trade was not at present convinced that this was necessary or practicable, but he would carefully consider any proposals or arguments which might be put to him. In reply to a further question concerning the introduction of compulsory registration of travel agents on conditions which would ensure the reliability of the firm and its arrangements, he said that the President was studying this matter and would arrange for the Government's conclusions to be made known as soon as possible.

Chinese Trade Ministers invited to United Kingdom

In reply to a questioner who asked what invitation he had extended, during his recent visit to China, to representatives of trade and industry in China to visit Great Britain, and what reply he received, the President said: 'During my visit to China I extended invitations to the Minister of Foreign Trade and to the Chairman of the China Council for the Promotion of International Trade to visit Britain as guests of HM Government. No replies have yet been received to these invitations. I also confirmed invitations previously given to the head of the Western European Department of the Chinese Ministry of Foreign Trade and to the directors of three State Trading Corporations. These latter invitations have been accepted in principle, though precise dates for the visits have not yet been fixed.'

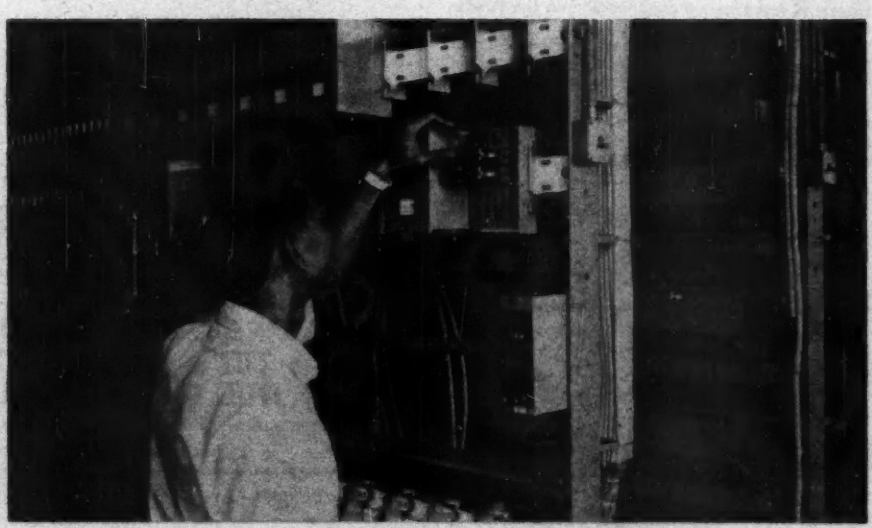
Further, replying to a question concerning his recent visit to the British Trade Fair in Peking, what action he proposed to take to increase trade between China and Great Britain, and whether this would include the introduction of long-term credits and an alteration in the strategic embargo list, the President said: 'At the invitation of the Government of the People's Republic of China I recently spent five days in that country during which time I opened the British Industrial Exhibition in Peking on November 2. While I was in Peking I had general discussions on trade matters with the Chinese authorities, and in these discussions I emphasized that it is HM Government's policy to encourage the expansion of peaceful trade with China. The Chinese authorities raised the matter of the strategic embargo, but I am satisfied that this constitutes no major obstacle to the development of our trade with China. The list of goods subject to embargo is constantly under review with our COCOM partners. As to long-term credits, the Chinese authorities are aware that Financial Guarantee facilities are in principle available for the Chinese market, as they are for all other markets for which ECGD cover is available.'

Leipzig Trade Fair

Asked whether he was aware that during the spring of 1965 there was to be held the Leipzig Trade Fair, and, as this would be the 800th year for such trade fairs, if he would visit Leipzig during this fair, the Minister of State (Overseas) said: 'No. HM Government do not recognize the East German authorities, and it would not be in accord with this policy for a Minister to attend this or any other fair organized by the East German authorities.'

Progress on industrial estate

In reply to a questioner who asked what progress was being made with the Bellshill Industrial Estate, the Minister of State (Home) said that arrangements were now being made for the laying of estate roads and the carrying out of other necessary civil engineering work on the new industrial estate at Bellshill in preparation for the building of factories.



AEI Telecommunications Division is installing equipment in a number of telephone exchanges in Bangkok, capital of Thailand. In this picture, an engineer of the Telephone Organisation of Thailand checks equipment recently installed in the Phahon Yothin exchange.

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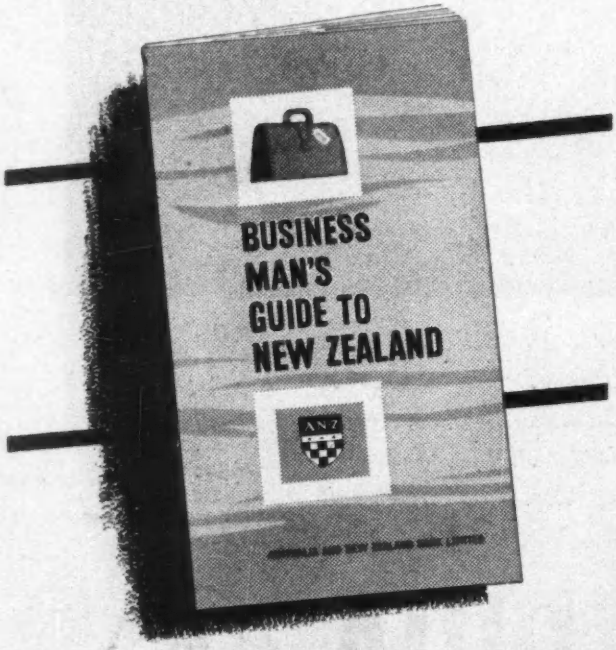

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,095	3,478	922	688	591	1,205				
1959	104	105	106	105	105	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	122	113	101	128	119	130	141	124	+101	+ 33	+22	+39
1963	117	119	135	129	118	103	130	107	131	146	132	+133	+ 89	+15	+30
1963															
1st quarter	113	113	130	125	114	101	115	104	126	101	116	— 20	+ 56	—16	N/C
2nd quarter	116	118	132	128	117	102	129	109	128	150	128	+ 38	— 9	+22	— 5
3rd quarter	116	120	138	130	120	105	135	106	130	164	140	— 36	— 33	—19	— 6
4th quarter	123	124	138	132	121	105	140	109	140	168	143	+151	+ 75	+28	+41
1964															
1st quarter	121	127	141	134	121	106	144	115	145	175	151	+ 96	+ 94	— 4	+ 4
2nd quarter	121	127	143	135	120	105	148	120	144	181	152	+146	+120	+12	+ 1
3rd quarter						106									
1964															
March	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
April	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..	127	..	..	..	104	..	..	..	..	..	..	..	..	..
June	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	127*	..	..	..	105	..	..	..	..	..	..	..	..	..
August	..	127*	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..		..	..	..	107	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+153
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—250
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 1
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+115
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+113
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	124	+ 82
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 34
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 2
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	136	132	— 5
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	145·8	445	— 5	+42	182	+25	— 5	145	134	— 69
2nd quarter	148*	125*	125·5	+2·8	107·8	125·0	147·4	355	— 90	—58	230	+48	+33	147	133	—113
3rd quarter		113*	126·5	+4·3	108·6*	125·6*	149·3	311	— 44	—34	242	+12	+ 6	147	132	
1964																
March	140	121	123·6	+1·5	108·1	124·3	146·2	413	— 38	—19	202	+24	+10	145	141	..
April	144*	123*	124·7	+2·0	108·1	124·8	146·7	394	— 19	—20	212	+10	+14	146	127	..
May	147*	126*	125·7	+2·9	107·6	125·1	147·4	357	— 37	—23	227	+15	+ 9	144	140	..
June	148*	125*	126·2	+3·4	107·8	125·2	148·2	315	— 42	—33	251	+24	+13	152	132	..
July	151*	120*	126·2	+4·0	108·1	125·5	149·0	303	— 12	—15	250	— 1	+ 3	138	125	..
August	154*	117*	126·7	+4·7	108·6*	125·7*	149·3	314	+ 11	+10	239	—11	— 9	153	140	..
September		113*	126·7	+4·4	109·2*	125·7*	149·7	315	+ 1	+11	239	Nil	— 7	151	131	..
October					110·2*	125·9*		332	+ 17	+27	233	— 6	—12	146*	133*	..

† NOT seasonally adjusted. * Provisional.

Provisional figures of UK trade in October

Seasonally adjusted values

United Kingdom exports in October were £351 million, imports were £455 million and re-exports £12 million.

Exports

After eliminating normal seasonal variation United Kingdom exports in August to October were 2 per cent more than in May to July. In the first ten months of the year they were 4 per cent more than the average for the year 1963.

Imports

On the same basis, imports in August to October were 4 per cent more than in the previous three months. In the first ten months of the year they were 14 per cent more than the average for the year 1963.

Re-exports

Seasonally adjusted re-exports in August to October were £13 million a month, compared with £12 million in the previous three months. The monthly average for the year was £13 million.

Trade balance

In August to October it is estimated that the deficit of visible trade in the balance of payments was £55 million a month, seasonally adjusted. In May to July it averaged £39 million a month and in the year 1963 it averaged £4 million a month.

United Kingdom Trade

Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1962	316	374	13	— 6
1963	340	402	13	— 4
1963 1st quarter	328	375	12	+ 7
2nd quarter	336	396	13	— 2
3rd quarter	346	412	13	— 8
4th quarter	350	423	13	—14
1964 1st quarter	356	453	12	—35
2nd quarter	352	461	13	—44
3rd quarter	349	461	14	—50**
1964 May	370	450	13	—18
June	348	474	12	—60
July	331	430	13	—40**
August	370	479	14	—49**
September	346	472	14	—61**
October*	351	455	12	—54**
May-July	350	451	12	—39**
August-October*	356	469	13	—55**

* Provisional. **Estimated.

Recorded values

United Kingdom exports in October were valued at £362·4 million, imports at £491·8 million and re-exports at £12·4 million.

£ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1963 1st quarter	332·6	381·3	13·3
2nd quarter	343·6	397·5	13·3
3rd quarter	324·9	400·7	11·6
4th quarter	359·0	427·2	13·2
1964 1st quarter	360·1	460·4	12·8
2nd quarter	363·6	465·8	13·1
3rd quarter	325·1	445·5	11·9
October*	362·4	491·8	12·4

* Provisional

(*Continued in next column*)

Trade balance

The monthly figures for the trade balance – strictly the 'balance of visible trade on a balance of payments basis' – are estimates and are only published seasonally adjusted. They are consistent with the quarterly balance of payments statistics and are intended, taking runs of several months together, to give the best guidance to the trend, which can be deduced from the monthly trade figures. They exclude insurance and freight, included in the valuation of imports in the Trade Accounts, which in so far as they are paid abroad are included in the invisibles account; there are also other differences between the Trade Accounts figures and those used in the balance of payments statistics.

It is misleading to calculate, using the Trade Accounts figures as they stand, the difference between imports and exports plus re-exports and describe this as the trade gap.

Britain's tourist industry breaks more records

MORE RECORDS fell to Britain's booming tourist industry in September, when 183,000 foreign visitors arrived in this country. A spokesman for the British Travel Association stated that the September arrivals represented an increase of 19 per cent on the same month last year, bringing the total number of foreign visitors to Britain in the first nine months of 1964 to 1,624,000 – a rise of 14 per cent on the period.

Visitors from the United States in September numbered 68,000. This was a rise of 36 per cent on the month and brought total United States arrivals in the January to September period to 506,000 – an increase of 17 per cent. The number of European visitors in September rose by 11 per cent to 96,000, bringing total arrivals from Europe in the first nine months of the year to 985,000 – an increase of 12 per cent.

A BTA spokesman said that the British Travel Association estimated the final total of overseas visitors to Britain during 1964 would be at least 2,400,000 – 10 per cent more than in record-breaking 1963. The country's earnings from this traffic – including fare payments to British carriers – would be in the region of £320 million.

Development officer appointed

The following statement has been issued by the British Travel Association on behalf of Dr. Huw T. Edwards, chairman of the Wales Tourist and Holidays Association: 'Earlier this year the Government made a special grant of £40,000 to the Wales Tourist and Holidays Association, covering a period of three years, to make possible the appointment of a development officer and three field officers, together with the necessary clerical staff, housed in suitable premises. The development officer appointed is Mr. William Michael Reece, aged 34, who has had 10 years' experience with the British Travel Association – first in the Association's Research Department and, for the last eight years, as officer in charge of Scandinavian countries, stationed in Stockholm.'

An approach was made, through the normal channels, to Lord Geddes and the Board of the British Travel Association, and I am delighted to announce that they have agreed to second Mr. Reece for the period stated.

This generous action removes the insecurity attached to a short-term appointment, whilst at the same time assuring the Wales Tourist Association of the services of an officer of first-class quality with an established reputation in tourism.

Mr. Reece will take up his duties early in the New Year, by which time it is anticipated that the three field officers will be appointed.

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Assets and liabilities of hire purchase finance companies in September

HIRE PURCHASE, credit sale and other instalment debt owing to hire-purchase finance companies at the end of September, as in previous quarters, constituted the bulk of the value of the selected assets which are specified in the quarterly inquiry conducted by the Board of Trade. The total of instalment debt, at £791 million, £133 million more than a year earlier, was made up of £744 million direct debt and £47 million owing by retailers under block discounting arrangements, as already reported in the monthly article on hire-purchase business published in the *Board of Trade Journal* of November 13, page 1062. Unearned finance charges made up about 11 per cent of the total debt. Other advances and loans amounted to £106 million, £39 million more than a year earlier, and the remainder of the selected assets specified – trade investments (£39 million), other securities (£15 million) and assets with financial institutions (£10 million) – brought the total of selected assets for which statistics are collected to £961 million.

On the liabilities side, deposits showed a rise of £20 million, compared with end June 1964, to a total of £501 million at end September. This rise was mainly accounted for by renewed growth in deposits by overseas residents which, at £91 million, were £18 million more than in June and £14 million higher than a year earlier. Borrowing from United Kingdom banks also rose, the total of £107 million being £23 million more than in June and £25 million more than in September last year.

Selected assets and liabilities of finance companies

£ million

Selected assets	Holdings at					
	June 30, 1963	Sept. 30, 1963	Dec. 31, 1963	Mar. 31, 1964	June 30, 1964	Sept. 30, 1964
Assets with United Kingdom financial institutions other than banks	4	15	9	14	11	10
Trade investments and investments in unconsolidated subsidiaries	29	31	32	35	37	39
Other securities	14	22	19	15	19	15
Hire-purchase, credit sale and other instalment credit outstanding (1)	640	658	659	693	752	791
Other advances and loans	63	67	77	93	99	106
Total of Selected Assets	750	793	796	850	918	961
Selected liabilities						
Bills discounted with United Kingdom banks and discount houses	68	58	62	72	85	77
Deposits by:						
(a) United Kingdom banks	69	67	71	85	105	104
(b) Other United Kingdom financial institutions	39	33	30	43	54	56
(c) United Kingdom non-financial companies	144	174	175	164	196	195
(d) Other United Kingdom residents	38	40	42	48	53	55
(e) Overseas residents	79	77	72	72	73	91
	—	—	—	—	—	—
Total deposits	369	391	390	412	481	501
Other borrowing:						
(a) United Kingdom banks (net) (2)	81	82	85	90	84	107
(b) Other United Kingdom financial institutions	7	6	6	7	7	7
(c) United Kingdom non-financial companies	1	1	1	1	1	1
(d) Other United Kingdom residents	7	7	8	8	7	7
(e) Overseas residents	1	1	1	1	2	—
	—	—	—	—	—	—
Total other borrowing	97	97	101	107	101	122
Unearned finance charges	68	70	71	76	81	86
Issued capital and reserves (3)	142	151	151	153	152	157
Total of Selected Liabilities	744	767	775	820	900	943

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
(3) As shown on each company's last balance sheet.
— indicates less than £0·5 million.

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Turnover of the catering trades in September

THE TOTAL TURNOVER of the catering trades in September was 8 per cent higher than a year earlier, much the same increase as the average of recent months. During the third quarter as a whole turnover was 8 per cent higher than last year against an increase of 7 per cent in the second quarter and 10 per cent in the first quarter. In spite of higher prices (particularly those resulting from increased duties on alcoholic drink and tobacco in the April budget), the increases in the last two quarters were smaller than that in the first quarter, but the large increase during that quarter was partly due to the very low level of trading during the cold spell early in 1963 and to some extent to the fact that Easter was in March this year and in April last year.

Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1960 = 100

Kind of business (Turnover in 1960 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1961	107	90	109	124	108	87	88	94	101	108	115	124	130	118	106	98	117
	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	117	96	119	134	119	94	93	100	111	113	130	136	142	126	118	109	126
	1964		105	127	145		104	102	109	115	130	135	149	150	137			
	1963	+4	+1	+4	+4	+6	Nil	−2	+4	+3	+3	+4	+5	+5	+4	+6	+7	+6
	1964	+8(*b*)	+10	+7	+8		+11	+10	+9	+3	+15	+4	+10	+6	+8			
Licensed hotels and holiday camps (£169 millions)	1961	107	72	112	149	95	66	68	78	95	107	130	149	161	138	113	82	91
	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	118	76	124	167	107	69	72	85	103	113	149	169	184	151	128	94	100
	1964		86	138	181		79	82	97	108	133	161	189	197	163			
	1963	+5	Nil	+4	+6	+9	−3	−2	+2	+5	+3	+5	+5	+8	+4	+10	+7	+8
	1964	+9(*b*)	+13	+10	+9		+15	+13	+13	+5	+18	+7	+12	+7	+8			
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1961	106	90	109	126	99	88	88	94	100	108	117	127	138	116	101	97	98
	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963	114	94	117	135	109	89	92	99	108	110	129	134	147	125	112	106	109
	1964		101	124	143		97	99	106	111	126	133	146	153	133			
	1963	+4	Nil	+4	+4	+7	−3	−2	+4	+4	+4	+5	+3	+4	+5	+6	+6	+9
	1964	+6(*b*)	+8	+6	+6		+9	+8	+7	+3	+14	+3	+9	+4	+6			
Public houses (£711 million)	1961	109	92	108	120	114	89	90	95	103	109	112	120	126	115	106	99	133
	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	118	98	119	130	125	98	94	101	115	113	128	133	137	122	119	112	141
	1964		109	127	141		111	105	113	116	132	132	147	144	134			
	1963	+3	+1	+3	+4	+6	+1	−3	+4	+1	+3	+3	+5	+4	+4	+5	+7	+5
	1964	+8(*b*)	+12	+7	+8		+13	+12	+11	+1	+17	+4	+10	+5	+10			
Canteens and catering contractors (£102 million)	1961	105	108	103	99	111	109	108	105	104	104	102	103	87	105	110	115	109
	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	115	110
	1963	115	120	113	106	119	119	122	120	111	119	111	108	96	112	118	125	115
	1964		120	121	113		119	122	119	124	121	118	113	104	122			
	1963	+6	+7	+7	+4	+6	+5	+6	+8	+7	+7	+6	+6	+6	+2	+5	+6	+5
	1964	+4(*b*)	Nil	+6	+7		Nil	Nil	−1	+12	+2	+6	+4	+9	+9			

(*a*) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by September 1964 sales was the five weeks from August 30, 1964, to October 3, 1964, the corresponding period in 1963 was from August 25, 1963, to September 28, 1963.
(*b*) Cumulative figure for January to September compared with corresponding period of 1963.

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Output of the wool textile industry

THE VOLUME of production in the wool textile industry in September was 6 per cent less than in September 1963.

Figures issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rate of deliveries of worsted yarn and woven fabrics (excluding blankets) were 10 and 7 per cent less respectively than in September 1963. The rate of production of tops was 16 per cent less.

Comparison of the period January-September with the same months last year shows that deliveries of worsted yarn and woven fabrics (excluding blankets) were 1 per cent less and 1 per cent more respectively. Production of tops was 10 per cent less.

The total value of manufactures of the woollen and worsted industries (tops, yarns, woven fabrics, etc.) exported in the third quarter of 1964 was £30·2 million – 18 per cent less than in the previous quarter and 7 per cent less than in the third quarter of 1963. Compared with the third quarter last year, when, however, the figures were rather high for a third quarter, the value of woven fabrics exported was 1 per cent less and the value of tops and yarns exported was 23 and 2 per cent less respectively.

	Consumption	Production			Deliveries		
	Raw wool (clean weight)	Tops (a)	Woollen yarn (b)	Worsted yarn	Woven fabrics (excluding blankets)(c)		Blankets (b)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1963 1st quarter	121·6	80·9	80·0	60·9	40·5	39·8	9·1
2nd quarter	118·7	79·5	79·0	58·9	42·2	35·5	7·1
3rd quarter	102·7	68·8	71·0	55·8	46·5	34·3	8·5
4th quarter	114·9	74·7	83·0	64·2	47·6	39·1	10·3
1964 1st quarter	117·9	77·9	84·0	61·9	41·9	39·1	8·4
2nd quarter	110·1	70·4	83·0	59·5	45·6	37·1	6·8
3rd quarter	92·1	57·7	..	52·8	44·4	32·9	7·7
1963 July	38·7	27·2	..	19·9	17·3	12·6	2·3
August	26·2	15·9	..	15·1	12·3	8·6	2·6
September	37·8	25·7	..	20·8	16·9	13·1	3·6
1964 July	34·0	22·2	..	18·6	17·4	11·7	2·2
August	22·4	13·0	..	13·6	11·0	8·0	2·3
September	35·7	22·5	..	20·6	16·1	13·2	3·2

(a) Including hair. (b) Estimated. (c) Woven, woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of the products of the wool textile industry

Quarters or quarterly averages

	Wool tops		Yarns (a)		Woven fabrics		Other products of the wool textile industry (b)	Total
	£ m.	Mn. lb.	£ m.	Mn. lb.	£ m.	Mn. sq. yds.	£ m.	£ m.
1958	9·83	22·21	4·08	6·29	15·98	23·82	0·93	30·82
1959	10·02	24·10	4·62	7·77	16·18	25·73	0·96	31·78
1960	10·23	22·79	5·09	8·21	16·51	24·39	1·05	32·88
1961	9·92	23·02	4·53	7·29	15·97	22·68	0·83	31·24
1962	8·46	19·55	4·57	7·37	15·53	22·02	0·74	29·30
1963	10·69	23·98	5·32	8·47	15·94	..	0·75	32·70
1962:								
1st qtr.	8·41	19·44	4·65	7·37	16·00	22·72	0·76	29·82
2nd qtr.	8·97	20·89	4·53	7·45	15·38	22·04	0·78	29·66
3rd qtr.	7·35	16·92	4·10	6·55	15·94	22·12	0·71	28·10
4th qtr.	9·11	20·96	4·98	8·12	14·81	21·19	0·73	29·63
1963:								
1st qtr.	11·08	26·33	5·22	8·45	15·19	..	0·63	32·11
2nd qtr.	12·26	28·21	5·20	8·61	15·53	..	0·63	33·62
3rd qtr.	9·85	21·38	5·00	7·86	16·85	..	0·79	32·49
4th qtr.	9·56	20·00	5·86	8·95	16·21	..	0·96	32·59
1964:								
1st qtr.	10·48	21·20	5·66	8·58	15·95	..	0·97	33·07
2nd qtr.	12·11	23·25	6·05	8·85	17·47	..	1·03	36·66
3rd qtr.	7·60	14·74	4·92	6·96	16·64	..	1·04	30·20

(a) Including alpaca, mohair and cashmere yarns and woollen and worsted yarns of hair and wool, n.e.s.

(b) Including other hair drawn, carded or combed (including rabbit fur prepared for spinning), felts, wholly or partly of wool; travelling rugs, coverlets and wrappers, household textiles, blankets and other woollen and worsted manufactures except wool flocks, shawls and carpets, and knitted, etc., fabrics are excluded.

Production in the cotton industry

THE VOLUME of production in the cotton industry in September was 7 per cent more than in September, 1963.

Statistics issued by the Cotton Board show that in the nine months January-September the output of single yarn was 5 per cent more and the amount of yarn doubled 6 per cent more than in the same period last year. The yardage of cloth woven was 3 per cent more.

(All figures are weekly averages)

	Single-yarn (a)		Double-yarn		Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·06	19·5	10·8
1963 September	9·16	2·42	2·47	2·01	19·5	10·4
October*	10·22	2·75	2·74	2·22	21·2	11·5
November	10·31	2·85	2·81	2·26	21·7	11·8
December	9·00	2·50	2·42	1·90	18·7	10·3
1964 January*	9·94	2·74	2·63	2·21	20·1	11·5
February	10·22	2·89	2·73	2·30	21·1	12·1
March*	9·39	2·63	2·49	2·15	19·5	11·3
April	10·35	2·94	2·79	2·45	21·1	12·5
May	10·23	2·87	2·70	2·42	20·7	12·1
June*	8·14	2·35	2·26	2·05	20·3	11·5
July	8·15	2·14	2·26	2·09	12·2	8·1
August	9·70	2·84	2·36	2·19	20·1	11·3
September*	9·63	2·79	2·56	2·31	19·2	11·6

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
* Average of five weeks. † 53-week period.

Orders in the textile and clothing industries

THE VOLUME of orders on hand at the end of September 1964 in the textile and clothing industries considered as a group was 4 per cent less than at the end of August. Deliveries in the third quarter were 1 per cent more than in the same period last year; the rate of receipt of net new orders was 7 per cent less.

Changes in the rate at which orders are received should not by themselves be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1963 1st quarter	100	95	94
2nd quarter	105	96	93
3rd quarter	100	89	93
4th quarter	117	118	102
1964 1st quarter	121	103	99
2nd quarter	125	100	96
3rd quarter*	113	83	93
1963 July	103	80	86
August	100	75	84
September	100	110	108
1964 July	120	75	90
August*	117	78	83
September*	113	95	105

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the length of calendar months, but not for holidays or for any other seasonal variations.
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Sales by wholesale textile houses

SALES BY wholesale textile houses showed a large seasonal increase during September, the value being 5 per cent higher than a year earlier, following increases of 4 per cent and 2 per cent in August and July respectively.

For the third quarter of 1964, as a whole, sales were 4 per cent higher in value than in the corresponding quarter last year.

The value of stocks held at the end of September was 7 per cent higher than a year ago.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to: The Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1963 Year	108	+ 3	..	..
1963 3rd quarter	107	+ 7	143	+2
4th quarter	137	+ 6	118	+5
1964 1st quarter	100	+ 9	145	+4
2nd quarter	101	+ 3	135	+6
3rd quarter	111	+ 4	153	+7
1964 January	76	+ 9	124	+4
February	96	+13	140	+3
March	127	+ 5	145	+4
April	109	+ 8	139	+6
May	98	— 6	140	+7
June	96	+10	135	+6
July	79	+ 2	142	+5
August	97	+ 4	155	+6
September	156	+ 5	153	+7

Analysis by department

Percentage of corresponding values for 1963

	Sales (b)		Stocks (b)
	September	January-September	At end of September
Women's knitted outerwear, blouses and skirts	120·9	119·5	124·0
Women's coats, costumes, furs and raincoats	89·2	97·6	119·1
Women's underwear	102·0	92·2	93·9
Women's hose and children's socks	101·6	105·2	131·9
Women's millinery	105·7	102·2	115·3
Haberdashery, ribbons and wool	91·6	88·6	86·4
Children's wear	103·1	106·1	105·2
Men's and boys' shirts, pyjamas and outfitting	104·7	105·5	111·6
Gloves	94·3	94·1	114·5
Piece-goods and nets	99·8	109·6	90·9
Household textiles	98·8	99·5	99·6
Floor-coverings, furniture and hardware	112·1	108·4	109·2
Grand total (a)	105·4	105·2	107·0

Notes
(a) Including some items not included among the sub-headings. (b) Values at cost.

Mr. Masuo Yanagi with Mr. Leslie Norris, chairman of the Japanese Section of the London Chamber of Commerce. Mr. Yanagi, President of the Mitsui Bank, led a nine-day trade tour of this country by twelve of Japan's leading businessmen, at the invitation of the London and Birmingham Chambers of Commerce.

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the two weeks ended October 10, 1964:

Distributors' earnings submitted:		
High cost films	£540,133	
Low cost films		
Eligible (after multiplying by 2½)	£27,796	
Not eligible for 2½ times rental	£4,054	
		£571,983
Films of less than 3,000 feet (after multiplying by 2½)		£38,185
		£610,168
Levy collections paid to Agency by HM Customs and Excise to November 2, 1964, approximately covering entertainments to October 10, 1964		£167,400

The twelfth interim allocation for the seventh distribution period will be at the rate of 39½ per cent.

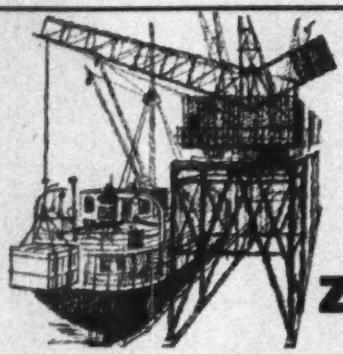
Cinema admissions and takings in September

DURING September the weekly average of admissions to cinemas in Great Britain was 7.0 million, and the weekly average of gross box office takings was £1.15 million.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, November 13, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Alf, Bill and Fred	Contemporary Films Ltd.	Biographic Four Ltd. (now Bob Godfrey Films Ltd.)	Br/E 29818	8	November 9
The Tomb of Ligeia	Warner-Pathe Distributors Ltd.	Alta Vista Film Productions Ltd.	Br/E 29819	81	November 9
Pathe Pic. Series 508/520:					
Pathe Pic. No. 516	,, ,,	Associated British-Pathe Ltd.	Br/E 29820	8	November 10
Pathe Pic. No. 517	,, ,,	,, ,,	Br/E 29821	8	November 10
The Insects	Contemporary Films Ltd.	T.V. Cartoons Ltd.	Br/E 29822	5	November 10
A View from the Bass	British Lion Films Ltd.	Campbell Harper Films Ltd.	Br/E 29824	16	November 12
The Peaches	,, ,,	British Film Institute	Br/E 29825	15	November 12
Goldwhiskers	,, ,,	Biographic Two Ltd.	Br/E 29826	8	November 12
Movietone News 1848A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29454	8	November 13
Movietone News 1849	,, ,,	,, ,,	Br/E 29455	8	November 13
Pathe News 64-91	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29566	8	November 13
Pathe News 64-92	,, ,,	,, ,,	Br/E 29567	8	November 13
		FOREIGN			
This Shocking World	Miracle Films Ltd.	Julia Films S.p.a., Rome	F 29823	74	November 10
Little Star of Bethlehem	Columbia Pictures Corp. Ltd.	M.K.R. Films Incorporated	F 29827	11	November 12
Bluebeard	Twentieth Century-Fox Film Co. Ltd.	Carlo Ponti, Rome: Paris Films, Paris	F 29828	109	November 13



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Tender Documents, when ready, from

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73 Chancery Lane, London, W.C.2
Tel: HOLborn 8411

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
Nov. 27 .	To be sold in four lots: three hangars, officers' mess, numerous brick buildings (approx. 384,000 sq. ft.) total site area 53 acres, with prospect of planning permission for many uses.	Royal Air Force Station, Bircham Newton .	Charles Hawkins & Sons, Bank Chambers, King's Lynn. (Tel. 2370 and 2473).
Dec. 10 .	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son (AFDI), 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

TENDER SALES

Tenders invited for the purchase and removal of 'B' Type huts, hoists, heating, lighting, ventilating and cooking equipment, switchgear, ducting, termination pillars, copper earth tapes, switchboards, frequency changers, no-break sets, etc., at Woolfox Lodge, Rutland. Apply to Ministry of Defence (AFC.19a (Air)), Turnstile House, London, W.C.1, for tender forms.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
Nov. 26 .	Generator sets (diesel and petrol); tents; wireless signal spares and miscellaneous stores.	Technical Stores Sub-Depot, Wem, Shropshire.	Hall, Wateridge & Owen (Dept. L), Welsh Bridge, Shrewsbury. (Tel. 53151).
Dec. 3 .	Plant; machine tools; textiles, clothing and miscellaneous stores.	Ordnance Storage and Disposal Depot, Rotherwas, near Hereford.	Russell, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. 4366).
Dec. 8-10 .	Passenger, load carrying and dual-purpose vehicles; earth moving, road making and mobile lifting equipment; plant ancillaries and spares; trailers and motor cycles.	Ordnance Storage and Disposal Depot, Ruddington, near Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER – MACHINE TOOLS

Horizontal and vertical borers; horizontal and vertical broaches; multi-spindle and radial drills; internal, plain, surface, thread and cam grinders; gear hobbers and shapers; lapping machines; capstan, turret and centre lathes; horizontal, vertical and cam millers; drop hammers; shaper, etc.

Location: Ministry of Defence (Army Department), Ordnance Storage Depot, Harrogate Road, Yeadon, near Leeds. Application for tender forms should be made to Ministry of Defence (AD), Directorate of Sales, 4 (b) (ii), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by December 8, 1964. Permission to view on presentation of tender forms only.

MINISTRY OF PUBLIC BUILDING AND WORKS

1964	Description of Goods	Location	Auctioneers
Dec. 1	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Stores, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworth, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718).

Catalogues, price 6d., are obtainable direct from the auctioneers, View-days: day preceding the sale and morning of sale.

Customs and Excise Tariff

Of The United Kingdom of Great Britain and Northern Ireland

Issued for the convenience of importers and others concerned, this tariff shows the duties of Customs and Excise in operation in the United Kingdom of Great Britain and Northern Ireland on the 1st January, 1961, and the drawbacks and allowances relating thereto. Complete in loose-leaf binder.
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HMSO

Exhibitions and Fairs

Machine Tool Fair at Copenhagen

THE SECOND INTERNATIONAL Machine Tool Fair which was held at the Forum Exhibition Hall, Copenhagen, from October 23 to November 1, was well attended by a large number of potential buyers. More than 40 British manufacturers were represented at the show by their Danish agents and many of the products exhibited attracted considerable interest. The British equipment on show comprised a wide range of machine tools, with various types of lathes and milling machines predominating. A large selection of small tools and other machine tool accessories was also on display. The main British success appeared to be in the latter field and with the smaller machines which, being very competitive in price and well designed, were selling well. The representatives of Samuel Osborn, Wickham Wimet, Balding Engineering and Boxford Machine Tools all claimed to be well pleased with the orders they had taken. One British machine on show was selling at half the price of a foreign competitor, whilst another was 40 per cent cheaper than an equivalent foreign machine. Most agents were happy with the results achieved at the show and expected to effect further sales afterwards when they follow up new contacts made. Small tools and accessories made by British firms were well displayed and won the approval of buyers both because of their design and their competitiveness, as did Wadkin woodworking machinery and Bronx bending presses.

The exhibition was considered by machine tool agents and buyers to be an excellent means of promoting sales of machine tools in Denmark; bringing the latest equipment to the notice of buyers. Apart from British equipment, German, Swedish and United States manufacturers were well represented and they are making an increasingly strong challenge in the market. Particularly in the case of the heavier plant, it was noticeable at the exhibition that buyers looked first for modern design and styling, together with competitive prices, confirming that in order to sell in the Danish market only the most modern machines can really hope to keep pace with the international competition. For example, such developments as numerical control equipment have an increasing demand in Denmark where, with the crucial labour shortage, a real need for automation in industry is acknowledged.

A number of British manufacturers had sent representatives to visit their Danish agents during the period of the show. This obviously

(*Continued on page* 1127)

The Hon. J.P.E.C. Henniker-Major (left), HM Ambassador, and Mr. P. D. Stobart, the Commercial Counsellor at the British Embassy in Copenhagen, examining a high pressure air gauge made by Thomas Mercer Ltd., and exhibited by V. Lowener, one of Denmark's leading machine tool importers, at the fair.

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 1128.

INTERNATIONAL MEN'S & BOYS' WEAR EXHIBITION

Earls Court, London

1-5 March, 1965

Daily 9.30 a.m. - 6 p.m.

Last Day 9.30 a.m. - 2 p.m.

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IMBEX 65..will be the largest comprehensive international exhibition of men's and boys' wear ever held—surpassing all previous exhibitions in its scope, variety and appeal.

IMBEX 65..features the widest and most representative ranges of the newest designs, materials, styles and accessories in men's and boys' wear ever before seen in this country.

IMBEX 65..gives unrivalled possibilities for assessing current and future trends and latest developments in the most attractive and convenient surroundings.

IMBEX 65..provides the ideal opportunity for increasing trade and cementing goodwill between exhibitors and thousands of buyers from all over the world.

IMBEX 65..attracts a commanding number of important buyers both from the United Kingdom and overseas arising from the high reputation held by the exhibition as the world's leading trend setter in men's wear.

IMBEX 65..enjoys full recognition and support from the four leading Trade Federations in the country.

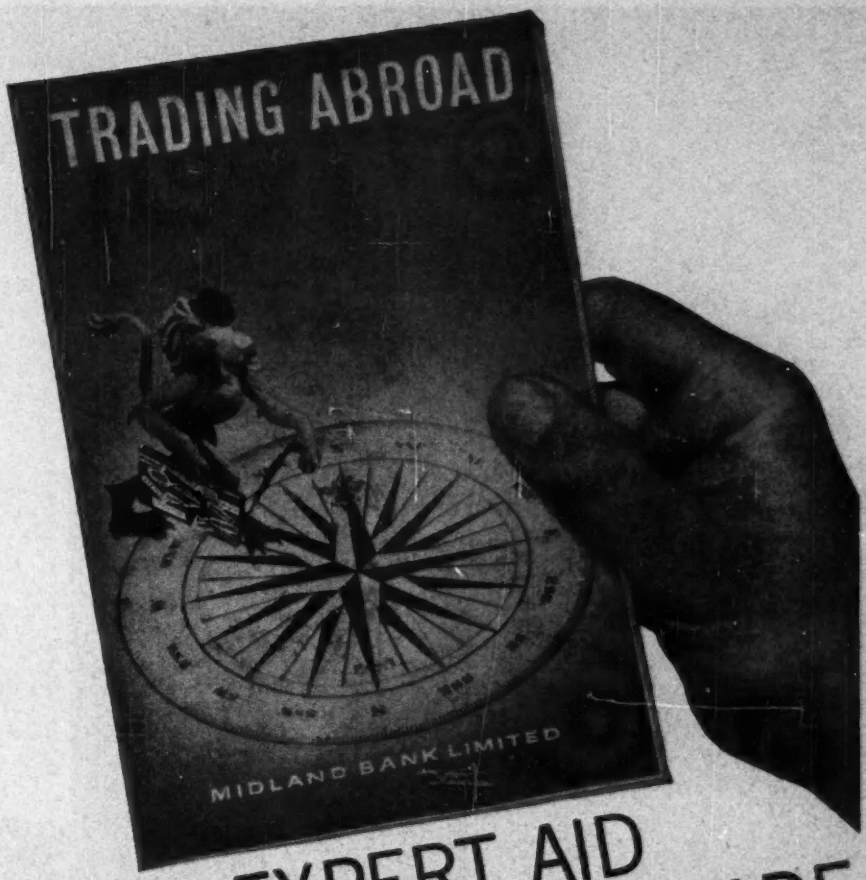
Promoted by: Men's and Boys' Wear Exhibitions Ltd.

Sponsored by: The Clothing Manufacturers' Federation of Great Britain; The Shirt, Collar and Tie Manufacturers' Federation; and The Tie Manufacturers' Association.

Supported by: The National Hosiery Manufacturers' Federation.

Organised by: Industrial and Trade Fairs Ltd.

For further information please write to:
Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1, England.
Telephone: CHAncery 9011



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2 **give advice on methods of payment and foreign exchange, etc.**
3 **obtain the names of buyers or agents abroad**
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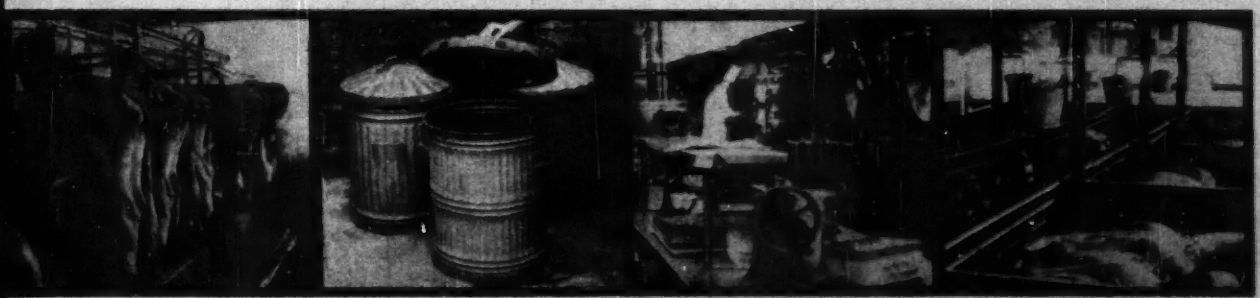

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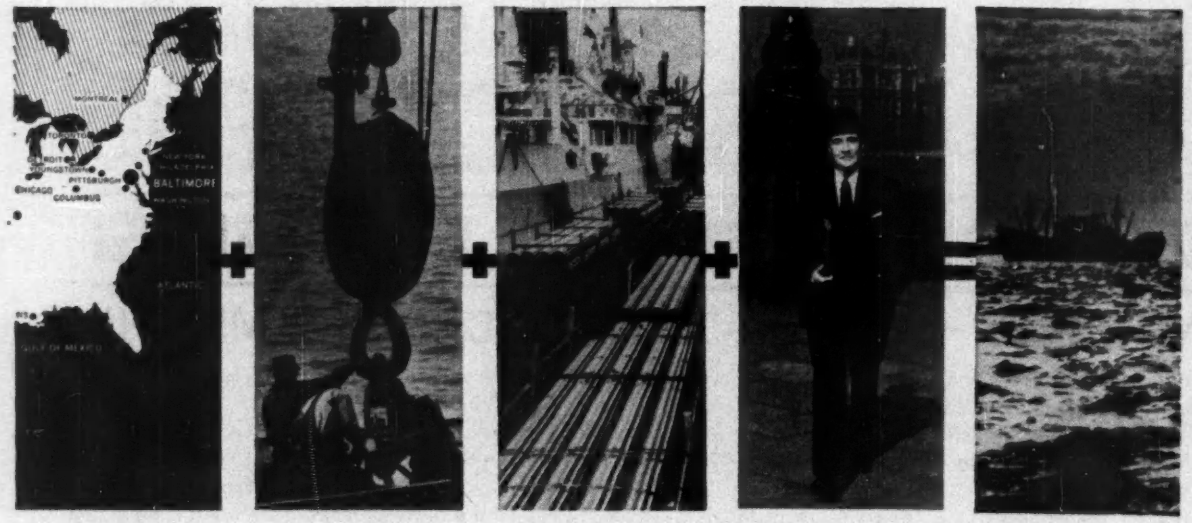

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BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

paid dividends both with the agents and their customers, particularly when the visitor was an engineer.

The value of the show was especially demonstrated by the number of inquiries received from firms with whom agents had had no previous contact. This is significant because all leading machine tool agents in Denmark have widespread established contacts so that it is particularly important to be first in finding new potential customers in order to gain extra business. All in all the show, although of limited size, is an influential one in which participation appears well worthwhile

Extension to British Pavilion at Budapest Industrial Fair

IN VIEW OF THE demand for space by British firms, the Board of Trade have asked the Budapest Fair Authorities to provide an extension to the Pavilion. This will make provision for a number of additional stands. Firms already on the waiting list have been notified and the one or two stands then remaining will be allocated in strict order of receipt of completed application forms and cheques to cover the 25 per cent deposit.

Further particulars may be obtained from Board of Trade, Export Promotion and Fairs Branch, Room 215, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Abbey 7877. Ext. 2786).

One of the 32 British exhibitors at SPOGA, the International Trade Fair of Sports goods, camping equipment and garden furniture at Cologne.

Good results at SPOGA, Cologne

THE INTERNATIONAL Trade Fair of sports goods, camping equipment and garden furniture (SPOGA) took place in Cologne from November 8-10 for the benefit of a steadily increasing number of exhibitors and buyers. There were 11,200 trade visitors from 35 countries, including 3,030 foreigners. These figures show an increase of 7 per cent and 22 per cent respectively over SPOGA 1963.

The number of exhibitors increased by 5 per cent to 672. They represented 23 countries and included 306 foreign firms who thus continue to account for 45 per cent of the total participation.

As usual, the majority of the trade visitors came from the Common Market countries, but this year there was a noticeable increase in the number of buyers from the Free Trade Area.

Space does not allow even a list much less a description of the goods on offer in the five halls. Suffice it to say that every product of the industries concerned save equipment for peculiarly national games such as curling and cricket was on show. In particular, the increasing popularity of camping and caravanning was reflected in a superlative display of tents for everybody from the lone ranger to the highly gregarious (one tent had sleeping accommodation for six in two-tiered bunks) and a good selection of camping and luggage trailers.

Reports received by the organizers from German and foreign exhibitors indicated a sales boom for the spring and summer of 1965 due in large measure, it was said, to the general stability of prices and increasing interest in sport and games generated by shorter working hours. Price increases of between 3 and 7 per cent were noted in sports textiles, camping equipment of metal or brass and tubular steel garden furniture.

France put on the largest show with 81 exhibitors. Holland followed with 36 and the United Kingdom was a good third with 32. A notable performance this year was that of Canada with 21 exhibitors, 18 of whom took part in a joint venture with the Canadian Department of Trade and Commerce.

For the third year in succession, the Federation of British Manufacturers of Sports and Games Ltd. collaborated with the Board of Trade and the Central Office of Information. The commercial results at SPOGA this year were demonstrably better and more evenly distributed among the exhibitors than at either of the two previous joint ventures. Of the 20 firms on the joint stand not one went away empty handed. Orders well in excess of £30,000 were noted. They included ski sticks, golf clubs, bows and arrows, sledges, dartboards, swimming gear, trampolines and other sportswear. In all cases genuine inquiries were received.

SPOGA will take place in future in October instead of November. The dates next year being October 24-26.

City of London exhibit for Amsterdam

THE CITY OF LONDON – the historic 'Square Mile' that constitutes the hub of the metropolis – will provide an important contribution to the British Week in Amsterdam next May.

This exhibition, which will make its first overseas appearance at Amsterdam, will be housed in a circular pavilion 76 feet in diameter. Designed by Ronald Dickens for the Corporation of London, it will form a permanent but transportable feature that can be erected in 10 hours.

An ingenious arrangement of faceted outside walls will carry photographic enlargements that will build up to form a panoramic vista of the City by day; as the visitor moves round the walls the daylight view will terminate and the panorama will continue in the second half of the perimeter as one of night.

This round-the-clock sequence will be repeated within the pavilion where a model of the City as it is today will be first shown in daylight and afterwards in the glow of lights from the commercial buildings as they appear in the evening, while above the model a back-projector will show a continuous film of the life of the City from dawn to dusk.

Visitors will follow a spiral walkway past a model of shipping in the Pool of London, the centre of a display by the Port of London Authority, followed by displays contributed by the City's international insurance companies and by Lloyds Register of Shipping – the latter incorporating a large illuminated map of the world and a ticker-tape that will supply information on the position of ships in various parts of the world.

The British Week in Amsterdam (May 15 to 23, 1965) will be the third promotion on this large scale that the Board of Trade has arranged in co-operation with the Export Council for Europe, the first two having been held in Dusseldorf and Denmark.

Great interest has been shown by the Dutch Press in the Samples Display in Amsterdam (November 17 to 19) when nearly 200 British firms were represented, including some 50 who were showing their goods in Holland for the first time. Photographs and articles have gained considerable space both in the daily press and in trade papers.

'Vogue' fashion shows for Amsterdam

FOLLOWING the outstanding success of British fashion promotion in Copenhagen this year during the British Week in Denmark, the fashion magazine 'Vogue' is arranging a series of five shows to take place during the British Week in Amsterdam next May. Miss Rosemary Cooper, who organized the Copenhagen promotion, will again be responsible on behalf of the Board of Trade in London.

Twelve model girls are being chosen to illustrate the variety and vitality of British clothes at all price levels. All the garments are being specially selected by 'Vogue's' fashion editors, who are casting their net throughout the whole market of ready-to-wear women's clothes for late spring and summer, including some haute couture.

This is essentially a consumer promotion which aims to show the best of British clothes direct to the public. It will thus provide a focus for the sale of British fashions from stores and shops throughout Holland.

CoID Consumer design show for Amsterdam

THE COUNCIL of Industrial Design is to arrange an exhibition of British consumer goods during the British Week in Amsterdam in May 1965. This follows the success of the CoID's participation in the Copenhagen and Dusseldorf British Weeks held earlier this year, when altogether more than 100,000 visitors saw the two

exhibitions. Like the earlier exhibitions the Amsterdam display will include examples of the best of modern British design in fabrics, cutlery, furniture, sports goods, pottery, sanitary ware and kitchen equipment. Deryck Clarke, of the CoID's exhibitions staff, is designing the exhibition, which is being organized in co-operation with the Central Office of Information on behalf of the Board of Trade.

The exhibition will open on May 14, 1965 (the day before the official opening of the British Week) and will continue until June 21, although the British Week itself ends on May 23. The exhibition is being staged at the Dutch Design Centre in Beurs Damrak at the invitation of the director of the Stichting Centrum Voor Industriele Vormgeving, the Dutch equivalent of the London Design Centre. The Centre – which was opened by Princess Beatrix in 1962 – is modelled on its British counterpart, as is the Dutch Council of Industrial Design.

The European British Weeks are organized by the Board of Trade and the Export Council for Europe

Promotion of British woollens in Denmark

Danish agents of British woollen mills had informal discussions in Copenhagen recently with Mr. J. Douglas Hood, chairman of the National Wool Textile Export Corporation, and other British executives to boost the sale of British woollen cloths in Denmark. This was a follow-up to a drive which began on the first day of the British Week in Denmark in September.

Mr. Hood told the meeting of the Corporation's plans to encourage the continued use of the British 'swing ticket' launched during the British Week, to identify clothing made of British wool cloth. He asked for further suggestions from Danish importers as to how identification could be assured.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
United Kingdom	*Nov. 6*	*Feb. 5*
Outside Europe	*Oct. 2*	*Jan. 1*
Europe	*Sept. 4*	*Dec. 4*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 2791, Germany and Scandinavia: 2783, France Italy, Benelux, Switzerland, Austria, Finland, Irish Republic, Greece, Turkey and Middle East: 2792, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates event which is held annually at approximately the time stated.*

† indicates event which is held alternate years at approximately the time stated.

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on November 6, October 2 and September 4 respectively.

OUTSIDE EUROPE

Addition:

BANGKOK: ASIAN TRADE FAIR (ECAFE) – November 17-December 10, 1966.
Apply, Department of Economic Relations, Ministry of Economic Affairs, Bangkok.

EUROPE

Addition:

HELSINKI: HEATING, PLUMBING AND AIR CONDITIONING EQUIPMENT FAIR – April 7-11, 1965.
Apply, Finnish Fairs Ltd., (SUOMEN MESSUT), Messuhalli, Helsinki.

WIESBADEN: INTERNATIONAL MILLINERY FAIR – June 10-12, 1965.
* Apply, Internationale Hutfachmesse G.M.B.H., Frankfurt, Am Main Kaiserstrasse 64.

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Overseas Trade and Exports

Exporting without a passport

IT IS of course when things go wrong that determination to serve the overseas customer really counts and a recent difficult situation faced by Moon Brothers Limited of Birkenhead, manufacturers of drum and can making machinery, shows what determination can do in overcoming the hazards of exporting.

A Moon Brothers machine had been sold to a firm in Western Germany who required the machine to be in full production with the first shift on a particular Monday. The machine was delivered and an installation engineer commenced the trials runs. It was decided that additional components were needed and these were dispatched by Moon Brothers, and should have been delivered by air to Frankfurt on Friday.

At 6 a.m. on Saturday morning Mr. E. A. Hewitt, works manager, of Moon Brothers, received an urgent call from his installation engineer in Germany. The parts had not arrived and could not be traced. A series of telephone calls from Birkenhead failed to trace the components although it appeared that they were at London Airport. At 8.15 a.m. Mr. Hewitt decided to catch the 9 a.m. plane from Speke to London, and did so with just 5 minutes to spare. In London he eventually traced the components to where they had been sidetracked, as a result of a failure on the part of the shipping agents, and then got them cleared to go by Lufthansa to Frankfurt.

At this point Mr. Hewitt decided that in view of the delay he should follow the job through personally. Although he had no passport with him he managed to get on the Frankfurt plane. On arrival he not only had to get through Customs again without a passport, but also had to persuade the import Customs section to open on Saturday afternoon especially to clear the components. He then accompanied the installation engineer to the customer's factory, and supervised the installation of the new components during the night, so that the machine was available for full production early on Sunday morning with a day still in hand.

Mr. Hewitt flew back to London early Monday morning to face his most difficult task, in persuading British Customs that all this could really have been done without a passport and that he did have the right to enter the country. Moon Brothers export approximately 70 per cent of their output and senior executives travel to all parts of the world to obtain orders, but their export record is largely based on their reputation for ensuring that their equipment does exactly what the customer expects of it, and takes its place in the production line on time.

CARR & CO. LTD.,
The Biscuit Works,
Carlisle, England.

Export Department. CARLISLE, October 12, 1964.

Mr. R. A. Jolly,
Board of Trade,
Wellbar House, Gallowgate,
NEWCASTLE-UPON-TYNE, 1.

Dear Mr. Jolly,

You will be interested to know that the financial year just ended, October 1, 1963, to September 30, 1964, brought us an increase of 14½ per cent in our export turnover; and the total export sales were the highest in the history of the company, with the exception of 1950/51, a post-war boom year.

In addition, orders are keeping up magnificently and there are every indications that sales for the present month will be double those of October 1963.

Amongst the factors contributing to this marked increase and of the steady growth of our export business over the past few years, has been the help we have received from your department and for this we would like to thank you most sincerely.

Yours sincerely,
for CARR & CO. LTD.,
J. D. WARMINGHAM,
Export Manager.

TRADE AND FINANCIAL ARRANGEMENTS

Italy and Japan

THE ITALIAN MINISTER of Foreign Trade in a circular dated October 24 announces that the reciprocal quota lists set out under the 1963 Agreement between Italy and Japan (see *Board of Trade Journal* for April 3, 1964, page 743) will be renewed for the period October 1, 1964-September 30, 1965, at the same level.

An English translation of the quota lists can be seen at Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 450).

Construction in progress on the 2,250 feet long Newmarket Viaduct, Auckland, New Zealand, by Taylor Woodrow (Overseas) Ltd., in conjunction with Wilkins and Davies Construction Company Ltd., of New Zealand. Spanning the centre of Auckland City, to link with the southern motorway outlets, the viaduct, 90ft. wide, will be capable of carrying 3,600 vehicles per hour on each of its three-lane carriageways. The contract, valued at about £1 million, is said to be the largest yet for a single bridge structure designed and supervised by the New Zealand Ministry of Works for the National Roads Board.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

ARGENTINA

Drilling Rigs for Yacimientos Petroliferos Fiscales. December 2. E.S.B. 32571/64.

AUSTRALIA

Electrical Equipment for Capricornia Regional Electricity Board. December 4. E.S.B. 32759/64.*

Pumping Sets for Irrigation and Water Supply Commission. December 14. E.S.B. 32751/64.

Sewers, Pump Station, Pressure Mains and Treatment Works for Ingham Hospitals Board. January 18, 1965. E.S.B. 32747/64.

University Erection for the University of Adelaide. December 7. E.S.B. 32091/64.

Sawmill Machinery for the Supply and Tender Board. December 21. E.S.B. 32599/64.*

Sewage Plant for Metropolitan Water, Sewerage and Drainage Board, N. S. Wales. February 2, 1965. E.S.B. 32724/64.*

Postmaster-General's Department:

Modern and Carrier Supply Equipment. December 22. E.S.B. 33075/64.*

Electron Tubes. (Further Information.) Tender documents now available. E.S.B. 32275/64.*

Television Transmitting Antenna. December 15. E.S.B. 33019/64.*

Western Australian Government Tender Board:

Screening Plant. December 10. E.S.B. 32756/64.*

Spectrometric Equipment. January 7, 1965. E.S.B 32780/64.

BURMA

People's Stores Corporation No. 12:

Filament Silk. December 12. E.S.B. 33047/64.

Hooks and Eyes. December 21. E.S.B. 33085/64.*

Chemicals; Cement. December 15. E.S.B. 33068/64.*

Packing; Cord. December 21. E.S.B. 33069/64.*

Abrasives. December 18. E.S.B. 33070/64.*

Doors and Windows. December 21. E.S.B. 33084/64.*

Bolts. December 21. E.S.B. 33086/64.*

Sanitaryware. December 21. E.S.B. 33087/64.*

Textiles. December 4. E.S.B. 33073/64.*

Bicycle Parts and Accessories. December 11. E.S.B 33507/64.*

Sports Equipment. Closing date postponed to December 15. E.S.B. 31316/64.*

Domestic Appliances. December 23. E.S.B. 33311/64.*

Tyres and Tubes. December 15. E.S.B. 33312/64.*

CEYLON

Power Chain Saws for Tender Board. December 29. E.S.B. 32581/64.*

Water Supply Scheme for Department of Water Supply and Drainage. December 18. E.S.B. 32579/64.

Ministry of Finance:

Steel Safes. December 8. E.S.B. 32584/64.

Cotton Waste. December 8. E.S.B. 32583/64.

Ministry of Health:

Cobalt Teletherapy Unit. (Further Information.) January 12, 1965. Tender documents now available for loan. E.S.B. 30291/64.*

Medical Equipment. January 26, 1965. E.S.B. 32580/64.*

COSTA RICA

Instituto Costarricense de Electricidad:

Metal Buckets and Sleeves. December 4. E.S.B. 33011/64.*

Steel Rods. December 22. E.S.B. 33010/64.*

Lamps, Electric. December 2. E.S.B. 33009/64.*

ECUADOR

Bottling Machinery for Ministry of Finance. December 4. E.S.B. 33310/64.

EGYPT

Egyptian Railways:

Electric Lamps. December 12. E.S.B. 33301/64.

Carbide Tools. December 12. E.S.B. 33302/64.

Welding Rods. December 15. E.S.B. 33305/64.

Diamond Wheels. December 19. E.S.B. 33306/64.

Steel. (Further Information.) Closing date (on reissue) December 12. E.S.B. 20555/64.

ETHIOPIA

Plywood Factory Equipment for Ethiopian Enterprises Ltd. December 14. E.S.B. 32541/64/DLF.

FORMOSA

Central Trust of China:

Motor Starter. (Reissue of Tender.) Closing date now December 11. E.S.B. 26514/64.*

Pumping Equipment. December 10. E.S.B. 33328/64.*

Metal. December 8. E.S.B. 32779/64.*

Chemical. December 7. E.S.B. 32778/64.*

Drills. December 9. E.S.B. 32776/64.*

Filter Glass. December 2. E.S.B. 32789/64.*

Chemicals. December 9. E.S.B. 32784/64.*

Fork Lift Trucks. December 8. E.S.B. 32786/64.*

Graphite Plate and Rod. December 7. E.S.B. 32534/64.*

Paper Strip. December 7. E.S.B. 32788/64.*

Coring Bits. (Further Information.) Closing date postponed to December 8. E.S.B. 22935/64.*

Miscellaneous Machines; Tools and Spares. December 8. E.S.B. 32775/64.*

Steel Tubes. (Further Information.) Closing date postponed to December 2. E.S.B. 26377/64.*

Valves. December 7. E.S.B. 32785/64.*

Electric Routes. December 5. E.S.B. 32528/64.*

Filter. December 2. E.S.B. 32530/64.*

Filter. December 5. E.S.B. 32531/64.*

Lead Ingots. December 7. E.S.B. 32777/64.*

Steel Pipes; Pressure Gauges. December 7. E.S.B. 32787/64.*

British United Turkeys of Hoppers Farm, High Wycombe, are aiming to export their new breed of 'Triple 5' turkeys shortly. This firm, who breed all-British turkeys, are already well established exporters to Europe and earlier this year even broke into the United States market with a large consignment. Their sales director, Mr. Keith Geddes, is now in Eastern Europe negotiating for further export orders. Here Mr. John S. Lintern, vice-chairman of BUT is holding two of the 'Triple 5' turkeys for which Mr. Hugh Arnold (right), breeding director, was partially responsible.

FRANCE

Transportable Antenna Masts for S.H.A.P.E., Paris. December 21. E.S.B. 32752/64.*

GERMANY

Iron Strip for Telephone Technical Central Office. December 22. E.S.B. 33020/64.

Neckties; Clothing Socks for Federal Ministry of the Interior. December 18. E.S.B. 32726/64.

GREECE

Ministry of Trade:

Mail Vans and Cars. December 29. E.S.B. 32712/64.*

Miscellaneous Equipment. December 29. E.S.B. 32713/64.*

Photographic Materials. (Further Information.) Closing date postponed to December 10.) E.S.B. 29862/64.*

INDIA

Aluminium Conductor for Gujarat Electricity Board. (Further Information.) Tender documents now available. E.S.B. 30551/64.*

Cable for Koyna Hydro Electric Project. (Further Information.) Tender documents now available. E.S.B. 31342/64.*

Capacitors; Switchgear for Punjab State Electricity Board. February 1, 1965. E.S.B. 32556/64.

Locomotives for Bihar State Electricity Board. January 4, 1965. E.S.B. 32703/64.

Pump for Supplies and Disposals Directorate. December 8. E.S.B. 32719/64/DLF.

Railway Electrification for Indian Railways, Calcutta. (Further Information.) Tender documents now available. E.S.B. 26932/64.*

Switchgear for Rajasthan State Electricity Board. December 7. E.S.B. 21147/64.*

Vehicles for U.P. State Electricity Board. (Further Information.) Closing date postponed to December 9. E.S.B. 25372/64.*

Welding Equipment for Madras Port Trust. December 4. E.S.B. 32578/64.*

Indian Telephone Industries Ltd.:

Aluminium, December 11. E.S.B. 32588/64.

Copper. December 11. E.S.B. 32589/64.

M.S. Angles. December 4. E.S.B. 33314/64.

Iron Purchase Organization:

Drills, December 7. E.S.B. 33002/64.

Drill Rods. December 9. E.S.B. 33003/64.

Steel. December 9. E.S.B. 33004/64.

Wire Line Equipment. December 9. E.S.B. 33001/64.*

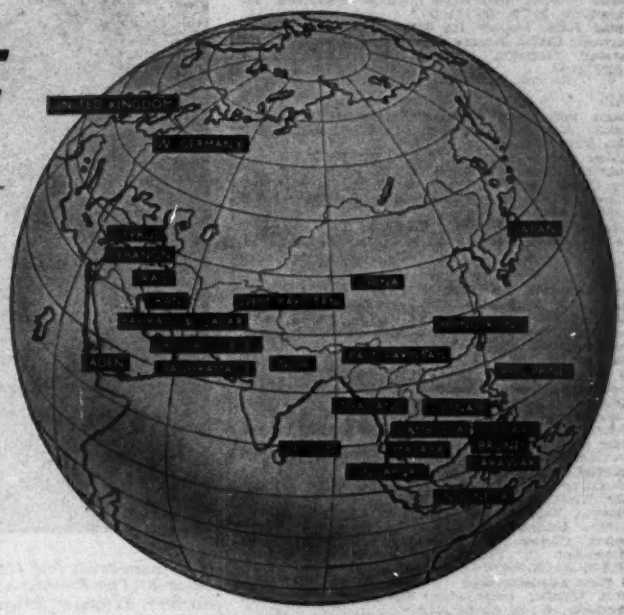
Southern Railway:

High Speed Steel. December 14. E.S.B. 32561/64.

Steel Wire. December 28. E.S.B. 32562/64.

(*Continued on page* 1132)

EXPORT DRIVE



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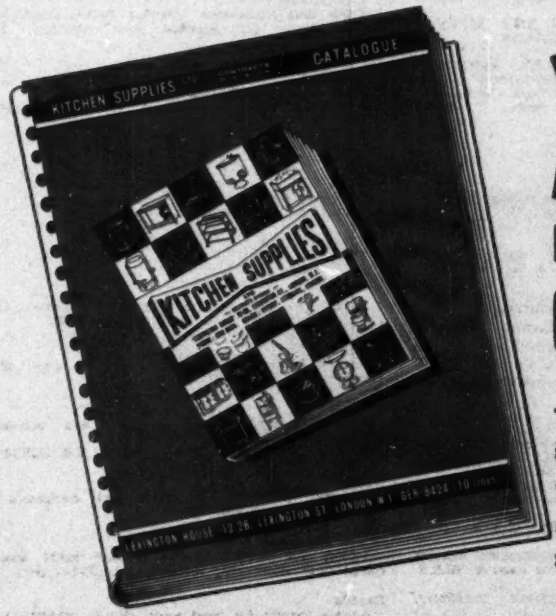

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LEXINGTON HOUSE, 12-26, LEXINGTON ST., LONDON, W.1. PHONE: GER 8424. GRAMS: KITSUP LESQUARE LONDON

Electric Hoist. December 16. E.S.B. 32564/64.
Governors. December 17. E.S.B. 32565/64.
Conductors. December 9. E.S.B. 32560/64.
Hindustan Shipyard Ltd.:
Hoists. (Further Information.) Tender documents now available. E.S.B. 29511/64.*
Piling Plant. January 19, 1965. E.S.B. 32271/64.
Electrode Cables. January 21, 1965. E.S.B. 32272/64.
Shaping Machines. January 28, 1965. E.S.B. 32273/64.

IRAN

Lamps and Street Lighting Equipment for Tehran Electricity Authority. December 14. E.S.B. 32593/64.*
Iranian State Railways:
Cables. January 9, 1965. E.S.B. 32590/64.*
Carbide. February 1, 1965. E.S.B. 32592/64.*
Dry Cells. January 9, 1965. E.S.B. 32594/64.*
Magnetic Field Telephones. January 6, 1965. E.S.B. 32595/64.*
Metals. January 20, 1965. E.S.B. 32729/64.
Pin-Based Bulbs. January 6, 1965. E.S.B. 32591/64.

IRAQ

Pharmaceuticals for General Drugs and Chemicals Imports and Distribution Co. (Further Information.) Tender documents now available. E.S.B. 32058/64.*
Stationery; Paper for Central Foreign Purchasing Board. January 24, 1965. E.S.B. 32743/64.
Ministry of Oil:
Oil Plant. March 4, 1965. E.S.B. 32740/64.
Electrical Equipment. December 9. E.S.B. 32730/64.
Ministry of Municipal and Rural Affairs:
Water Supply Scheme. December 8. E.S.B. 32731/64.
Water Supply Scheme. December 22. E.S.B. 33005/64.
Ministry of Defence:
Footwear Materials. December 27. E.S.B. 32742/64.*
Electrical Equipment. December 27. E.S.B. 32739/64.*
Laboratory Instruments. December 20. E.S.B. 32737/64.
Footwear. December 20. E.S.B. 32738/64.*
Vehicles. December 20. E.S.B. 32735/64.*
Timber. (Reissue of Tender.) Closing date now December 9. Tender documents now available. E.S.B. 21673/64.*
Iraqi Ports Administration:
Cable. (Further Information.) Tender documents now available. E.S.B. 32092/64.*
Lighting Fittings. (Further Information.) Tender documents now available. E.S.B. 32039/64.*
Electrical Wires. December 10. E.S.B. 32736/64.
Welding Electrodes. (Further Information.) Tender documents now available. E.S.B. 32040/64.*
Water Pipes. December 10. E.S.B. 32741/64.
Chemicals. (Further Information.) Tender documents (conditions in Arabic, requirements in English) now available. E.S.B. 32043/64.*
Cold Storage Machinery. (Further Information.) Tender documents and drawings now available. E.S.B. 32044/64.*

JORDAN

Fork Lift Trucks for Jordan Petroleum Refinery Co. Ltd. December 15. E.S.B. 32545/64.*

KUWAIT

Ministry of Electricity and Water:
Polyethylene. December 2. E.S.B. 32574/64.*
Copper Rods. December 13. E.S.B. 32575/64.*
Electrical Machinery. December 15. E.S.B. 32576/64.*
Bituminous Compound. December 16. E.S.B. 32577/64.*
Steel Rolling Shutters. December 15. E.S.B. 32572/64.*

LIBYA

Cables and Accessories for Electricity Corporation of Tripolitania. December 7. E.S.B. 32287/64.

MALAYSIA

Scientific and Laboratory Equipment for Central Supplies Office. December 2. E.S.B. 33008/64.*
Telecommunications Equipment for Telecommunications Department, Government of Malaysia. January 15, 1965. E.S.B. 33028/64.*

NEW ZEALAND

Municipal Electricity Department, Christchurch:
Cable. December 21. E.S.B. 33056/64.*
Cable. December 21. E.S.B. 33057/64.*
General Post Office:
Paper Tape. December 11. E.S.B. 32717/64.*
Vacuum Cleaners. December 11. E.S.B. 33035/64.*
Weighing Machines. December 11. E.S.B. 32800/64.*
Split Pins. December 11. E.S.B. 32799/64.*

NICARAGUA

Electrical Equipment for La Empresa Nacional de Luz y Fuerza. December 10. E.S.B. 33049/64.

PAKISTAN

Rails and Fish Plates for East Pakistan Railway Board. (Further Information.) Tender documents now available. E.S.B. 30385/64.*
East Pakistan Water and Power Development Authority:
Steel Lattice Structures. December 2. E.S.B. 33052/64.*
Auto Reclosers. December 2. E.S.B. 33053/64.*
Rectifiers. December 3. E.S.B. 33054/64.*

PHILIPPINES REPUBLIC

Power Station Equipment for National Power Corporation. December 2. E.S.B. 32520/64.*

The snare-drum and tom-tom assembly department at The Premier Drum Company Limited factory, Leicester. Premier drums are exported to 101 countries throughout the world. By the end of 1964 the company will have sold 11,000 drums for every 1,000 sold in 1952.

SOUTH AFRICA

Stationery for Transvaal Provincial Tender Board. December 4. E.S.B. 32754/64.*
Vehicles for City Council of Pretoria. Closing date not known. E.S.B. 32961/64.
Cape Provincial Tender Board:
Boilers. December 4. E.S.B. 33042/64.*
Medical Equipment. December 4. E.S.B. 33043/64.*
South African Railways:
Railway Washing Plant. December 4. E.S.B. 32745/64.
Rectifiers. December 4. E.S.B. 32744/64.
State Tender Board:
Dental Equipment. December 3. E.S.B. 33062/64.*
Steel Tables. December 3. E.S.B. 32769/64.*
Rubber Stoppers and Aluminium Caps. (Reissue of Tender.) Closing date now December 7. E.S.B. 23344/64.*
Laboratory Apparatus. December 2. E.S.B. 32766/64.*
Medical and Surgical Equipment. December 3. E.S.B. 32764/64.*
Hospital Equipment. December 3. E.S.B. 32765/64.*
Microscope. December 2. E.S.B. 32767/64.*

SOUTHERN RHODESIA

Concrete Material for Southern Rhodesia Tender Board. December 10. E.S.B. 32795/64.*

SPAIN

Ministerio de Obras Publicas:
Road Making. (Prequalification.) Apply by December 5. Tender documents (in Spanish) available. E.S.B. 32539/64.*
Road Making. (Prequalification.) Apply by December 5. Tender documents (in Spanish) available. E.S.B. 32540/64.*

SUDAN

Electric Furnace for Sudan Railways. December 7. E.S.B. 33037/64.*

SYRIA

Punched Card Machinery for Ministry of Planning. December 19. E.S.B. 32558/64.*

THAILAND

Copper Ingots for State Railway of Thailand. December 15. E.S.B. 33064/64.*
Telephone Accessories and Cables for Telephone Organization of Thailand. December 4. E.S.B. 32517/64.

TRINIDAD AND TOBAGO

Pharmaceuticals for Ministry of Health and Housing. December 11. E.S.B. 32758/64.*

TUNISIA

Textile Machinery for Centre Tunisien de Tricotage. Closing date not known. E.S.B. 32597/64/DLF.

UNITED STATES OF AMERICA

Electric Motors for Bureau of Reclamation, Denver. December 10. E.S.B. 33065/64.*

URUGUAY

Transmitting Stations for Ministry of the Interior. December 10. E.S.B. 33078/64.
Wheels; Axles; Tyres for the State Railways. December 30. E.S.B. 33080/64.
State Electricity Board (U.T.E.):
Insulators. December 29. E.S.B. 32550/64.
Sub-Station Equipment. (Further Information.) Tender documents (in Spanish) now available. E.S.B. 30350/64.*
Steel Cable. December 16. E.S.B. 32549/64.
Transmission Line. (Further Information.) Tender documents and drawings (in Spanish) now available. E.S.B. 30351/64.*
Electrical Equipment. (Further Information.) Tender documents (in Spanish) now available. E.S.B. 30350/64.
Transformer Station Equipment. (Further Information.) Tender documents (in Spanish) now available. E.S.B. 30349/64.*
Cable and Accessories. (Further Information.) Tender documents (in Spanish) now available. E.S.B. 30348/64.*

ZAMBIA

Central Supply and Tender Board:
Medical Supplies. December 4. E.S.B. 32794/64.*
Staples. December 4. E.S.B. 32793/64.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

Australia
Agency inquiry for chemists' sundries; hand tools; surgical and veterinary instruments. (E.S.B. 32834/64.)
Inquiry for gears. (E.S.B. 32684/64.)
Inquiry for pumps. (E.S.B. 32336/64.)
Inquiry for costume jewellery; giftware; cutlery; chinaware; glassware. (E.S.B. 32717/64.)
Inquiry for metal and plastic strip; plastics clothes line. (E.S.B. 30349/64.)
Inquiry for bar accessories and equipment; catering equipment; novelties; sports trophies; car mascots. (E.S.B. 10669/64.)
Manufacture under licence – agricultural machinery. (E.S.B. 29642/64.)

Austria
Agency inquiry for building materials; chemicals; industrial raw materials; resins. (E.S.B. 32686/64.)
Inquiry for haberdashery; textiles. (E.S.B. 32477/64.)

Bahamas
Agency inquiry for suitcases. (E.S.B. 32803/64.)
Inquiry for hand furniture and equipment – further information. (E.S.B. 31972/64.)
Inquiry for haberdashery; gloves; woollen goods. (E.S.B. 32184/64.)
Inquiry for domestic appliances; plasticware; torch batteries; smokers' pipes. (E.S.B. 34342/64.)

Bahrain
Inquiry for machines for making steel wool. (E.S.B. 32358/64.)

Belgium
Agency inquiry for vehicle parts and accessories. (E.S.B. 32375/64.)
Agency inquiry for machinery; tools. (E.S.B. 32354/64.)

Bolivia
Hospital projects; furnishings and equipment for medical centres. (E.S.B. 16736/64.)

British Honduras
Inquiry for knives; marine motors; metal dressing; refrigeration equipment; resin. (E.S.B. 32447/64.)

Canada
Agency inquiry for hand tools. (E.S.B. 32452/64.)
Agency inquiry for hose. (E.S.B. 32322/64.)
Inquiry for chain. (E.S.B. 32185/64.)
Inquiry for lace. (E.S.B. 32344/64.)
Inquiry for hospital equipment. (E.S.B. 32665/64.)

Ceylon
Visit of Minister of Finance.

Chile
Inquiry for anthracene oil; asbestos; pitch; synthetic rubber. (E.S.B. 32445/64.)

Costa Rica
Inquiry for air conditioners; boules. (E.S.B. 32562/64.)
Inquiry for furniture-making machinery and materials. (E.S.B. 32000/64.)
Inquiry for building equipment. (E.S.B. 32321/64.)
Inquiry for electrical equipment. (E.S.B. 32151/64.)

Denmark
Agency inquiry for hairdressers' sundries. (E.S.B. 32488/64.)

France
Agency inquiry for furniture; ornaments. (E.S.B. 32651/64.)
Agency inquiry for piece goods. (E.S.B. 32613/64.)
Agency inquiry for fish. (E.S.B. 32453/64.)
Agency inquiry for clothing. (E.S.B. 11497/64.)
Inquiry for woollen textiles. (E.S.B. 32796/64.)
Inquiry for paper; varnish. (E.S.B. 32193/64.)

Germany, Federal Republic of
Agency inquiry for foodstuffs; prefabricated building parts; building supplies. (E.S.B. 30921/64.)
Agency inquiry for confectionery; clothing. (E.S.B. 29631/64.)
Agency inquiry for beach accessories; hot water bottles. (E.S.B. 32392/64.)
Agency inquiry for women's clothing. (E.S.B. 32617/64.)
Agency inquiry for carpets. (E.S.B. 10289/64.)
Agency inquiry for office machinery. (E.S.B. 32178/64.)
Inquiry for brass turned parts. (E.S.B. 31901/64.)
Inquiry for raw materials for the manufacture of drugs. (E.S.B. 31986/64.)
Inquiry for machinery and plant. (E.S.B. 32545/64.)
Inquiry for blankets. (E.S.B. 31990/64.)
Inquiry for cycle accessories. (E.S.B. 32838/64.)
Inquiry for oil filters. (E.S.B. 32326/64.)

India
Inquiry for diesel ignition improver; tetra ethyl lead. (E.S.B. 32882/64.)

Iraq
Inquiry for machinery; plastics raw materials. (E.S.B. 31895/64.)

Israel
Agency inquiry for industrial valves; outboard motors; hand and machine tools. (E.S.B. 32813/64.)
Agency inquiry for chemicals; laboratory equipment; instruments. (E.S.B. 32413/64.)

Italy
Agency inquiry for rainwear. (E.S.B. 32432/64.)
Inquiry for chemicals; pharmaceutical raw materials. (E.S.B. 32200/64.)
Inquiry for telecommunications accessories. (E.S.B. 32904/64.)
Manufacture under licence – cargo heating systems. (E.S.B. 32431/64.)

Jamaica
Inquiry for carpeting; electrical domestic appliances; household ware; furniture. (E.S.B. 32816/64.)

Libya
Inquiry for fire engines. (E.S.B. 31978/64.)

Malaysia
Inquiry for foodstuffs. (E.S.B. 32372/64.)

Netherlands
Inquiry for C.I. lanterns; garden novelties; vehicle accessories; tools. (E.S.B. 27839/64.)
Inquiry for pins. (E.S.B. 32400/64.)

New Zealand
Inquiry for footwear; textiles. (E.S.B. 31640/64.)

Norway
Inquiry for printers' sundries. (E.S.B. 32389/64.)

Philippines Republic
Agency inquiry for gardening equipment. (E.S.B. 31600/64.)
Inquiry for industrial chemicals; newsprint. (E.S.B. 32159/64.)

Rumania/Czechoslovakia
Trade Agreement. (C.R.E. 5464/64.)

South Africa
Agency inquiry for stationery goods. (E.S.B. 32462/64.)
Agency inquiry for vacuum cleaners. (E.S.B. 25641/64.)

Spain
Inquiry for ticket vending machines. (E.S.B. 32763/64.)
Inquiry for loaders; trucks; welding-generating machines. (E.S.B. 32568/64.)

Sweden
Inquiry for woollen coats. (E.S.B. 31865/64.)
Inquiry for engine components; transmission equipment. (E.S.B. 32311/64.)
Inquiry for angling equipment and supplies. (E.S.B. 32457/64.)

Switzerland
Agency inquiry for household equipment; novelty articles. (E.S.B. 32993/64.)
Agency inquiry for electronic components. (E.S.B. 3212/64.)
Agency inquiry for pneumatic tools. (E.S.B. 32117/64.)
Inquiry for women's day dresses and cocktail dresses. (E.S.B. 32455/64.)

Syria
Inquiry for cigarette packaging machinery. (E.S.B. 31597/64.)

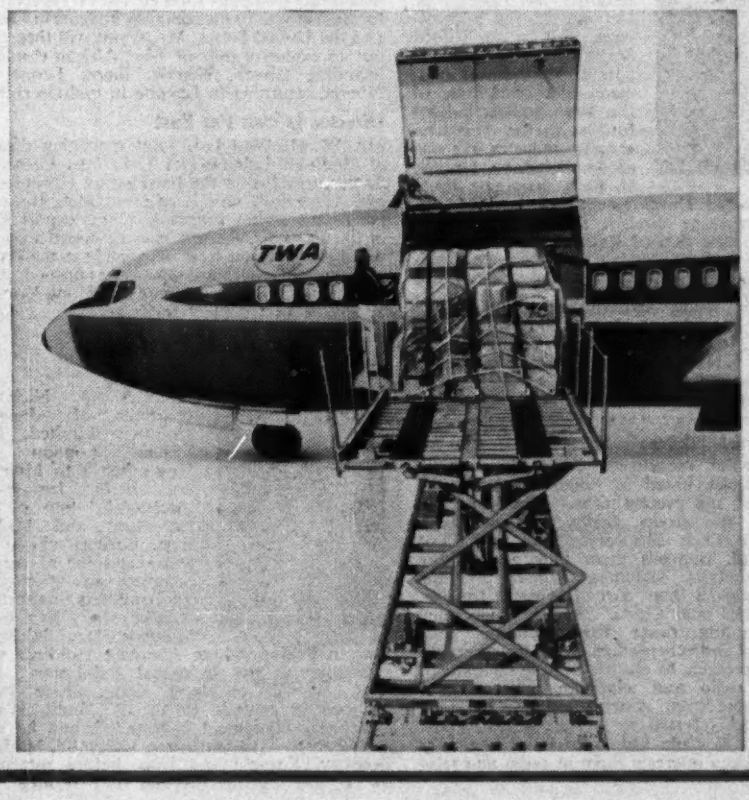
Trinidad
Agency inquiry for jam. (E.S.B. 30789/64.)

United States of America
Inquiry for leather. (E.S.B. 32463/64.)
Inquiry for droppers; laboratory and pharmaceutical ware. (E.S.B. 32893/64.)
Inquiry for printing. (E.S.B. 32894/64.)
Inquiry for fireplace doors; glass. (E.S.B. 32397/64.)
Manufacture under licence – electrical and electronic accessories; flexible seals; hardware; rubber light filters. (E.S.B. 31997/64.)
Trade exhibitions in Chicago. (E.S.B. 32315/64.)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368, or Telex No. 25977.)



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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-v of the Board of Trade Journal *of July 31. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page 904 of October 23 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Switchgear for Middle East

Mr. G. A. P. Jewiss, director – overseas sales, of George Ellison Ltd., Birmingham, arrived in Istanbul on November 8 to start a business tour of the Middle East, with particular reference to Turkey, Iraq, Kuwait and Egypt. George Ellison Ltd., are manufacturers of industrial switchgear and Mr. Jewiss will be visiting agents, inspecting installations, and making a market survey to investigate ways and means of improving business.

Large orders for metal working machinery

Mr. C. Phillips, joint managing director of Redman Tools Ltd., Worcester, flew to the United States on November 1. This was 48 hours after receiving a telephone call telling him that the company's first machine in the United States had been installed and was now working. The machine is an automatic installation for producing laminations used in large power transformers and was sold to Heavy Duty Electronics Inc., of Watertown, Wisconsin, for 66,000 dollars. After 14 days in the United States, Mr. Phillips is expecting to fly direct to Germany to complete design requirements on a £100,000 order from the Opel car company for two hydraulic machines designed for forming motor-car bumpers. While in Germany he also plans to visit the NSU car company where a new Redman machine has just started the production of stainless steel bumpers.

Mr. John Pilling, sales manager of the company, is leaving shortly for Sweden to finalize a further £100,000 order from the Volvo car company for a bumper machine, piercing equipment, and a machine for producing motor car window frames.

Export drive in the Far East

Mr. F. R. Law, manager of the Laboratory Chemicals Marketing Division of British Drug Houses Ltd., London, flew into Hong Kong at the end of the October on the first stage of a month's sales tour that will cover thousands of miles in China, India and Ceylon. Commenting on the implications of the tour, Mr. F. W. Griffin, managing director of the company, said:

'These countries are already important markets for BDH reagents, and with the vast increase in their programme for education and establishing new industries, there are corresponding opportunities for stepping up trade still further'.

'Today', Mr. Griffin said, 'BDH handles some 6,000 products at the Poole factory and 40 per cent of the total output goes overseas, to more than 100 countries. Already during the first half of this year the value of our exports of laboratory chemicals has risen by 28 per cent, but I am determined that this growth rate shall accelerate'.

£30 million sales drive

Mr. Donald Stokes, deputy chairman and managing director of the Leyland Motor Corporation Ltd., left on October 29 on a 31,000-mile round world trip, lasting more than six weeks, during which he will visit India, Hong Kong, Australia, New Zealand, and the United States of America.

The trip by Mr. Stokes, who has already visited 14 countries this year, is to be the spearhead of an all-out attack by Leyland on world markets during 1965. All the countries to be visited are major markets for the company and in India, Australia and New Zealand, the company has large investments in the form of assembly and manufacturing plants all of which are to expand their operations during the next 12 months.

Exports tour to Finland and France

Mr. J. C. Butterfield, chairman and managing director of W. P. Butterfield (Engineers) Ltd., Shipley, Yorkshire, and Mr. R. C. Russell, the company's sales director of the Road Tank, Welded Plant and Cryogenic Division, flew to Finland and France on November 15 on a five-day cryogenics sales tour.

They are going to Finland to develop an enquiry from a firm of industrial gas producers which would represent a new market for Butterfield exports. The company already sells cryogenic vessels to a dozen European countries and throughout the world, but this would be the first sale to Finland. In France they will be renewing contacts with several existing and potential customers for cryogenic vessels.

American sales tour

Mr. Sydney Morgan, chairman and managing director of Staflex International, left London on October 25 for a three-week visit to the United States where he will discuss with American associates the marketing of the new Staflex Solidot fusibles in the American garment industry. He was accompanied by Dr. W. G. Barb, managing director of Staflex Development Ltd, and Mr. F. Good, managing director of Dura-Bac (London) Ltd. and Staflex Retail Ltd.

Sales tour of Australia

Mr. C. J. Wilde, assistant manager of the Electronic Department, Heenan and Froude Ltd., Worcester, left for a sales tour of Australia on November 5. He will be away for about four weeks and will visit industrial centres in Sydney, Adelaide and Melbourne.

Overseas sales drive

Twelve senior executives of the Ekco Group of Companies based at Southend-on-Sea are overseas at the present time. The two companies in the group chiefly concerned with export are Ekco Electronics Ltd. and Ekco Export Ltd. Between them they are visiting fifteen countries, including Canada and the United States, a large part of Western Europe, South Africa and China. The products they are promoting range from aviation electronics and instrumentation for industry, medicine and research, to electric heating equipment, domestic radio and television receivers and plastics mouldings. Among the twelve Ekco ambassadors referred to is Mr. W. M. York, director E. K. Cole Ltd., who is visiting Italy to foster Ekco interests there in radio and television.

Picture shows Mr. Ian S. Porter, technical director, Wilson and Longbottom Ltd., Manchester, followed by Mr. J. B. Smyth, export sales (eastern) manager of the same company, leaving London Airport on October 12 for Moscow. During their stay in the Soviet Union Mr. Porter will present a paper to the State Committee of the USSR for Co-ordination of Scientific and Technical Research in Moscow. The paper is on 'Machinery for the production of industrial fabrics with particular reference to the paper and conveyor belting industries' and will be accompanied by a 16 mm. colour film with a sound commentary in Russian, showing in detail the main motion of the dryer felt loom.

North American and West African tour

Mr. R. Wyatt, export manager of the Cement Marketing Company Limited, left on November 5 for a short visit to the company's agents in Canada and the United States. Mr. Wyatt will then carry out an extensive tour of West African countries, including Ghana, Nigeria, Sierra Leone and Liberia, returning to London in mid-December.

Director to visit Far East

Mr. W. H. Westphal, joint managing director of Rentokil Laboratories Ltd., East Grinstead, Surrey, travelled to the Far East on November 9. Mr. Westphal's visit is to consolidate the company's expansion programme and export drive in the Far East. Record sales of insecticides and wood preservatives have been made to the Philippines and this year the company has opened offices in Singapore, Kuala Lumpur and Hong Kong to undertake pest control servicing.

Tour of Far and Middle East

Mr. A. J. Nicholas, chairman of Aberdare Holdings Limited, flew from London on November 5 to Moscow on the first leg of a three-weeks' tour of the Far East and Middle East, during which he will visit some of the 80 countries in which his company has important installations. From Moscow Mr. Nicholas flew to Peking, where Aberdare Holdings was exhibiting at the Industrial Exhibition. His next call will be Hong Kong, where some millions of pounds worth of South Wales switchgear equipment is installed, and he will subsequently visit Singapore, Colombo, Madras, Bombay, Karachi and Iraq, before returning to London towards the end of November.

Export Orders

Firms are invited to send in brief details of recent export orders of contracts for mention on this page.

Monogram exports 90 per cent of electric blanket total

Figures given by BEAMA earlier this year for the number of electric blankets exported between January – August were 30,762. Of this figure, Monogram of Crawley, Sussex, accounted for 27,700; over 90 per cent of the total. A substantial number of these were sent to Eire, some to Canada, New Zealand and South Africa and the rest to a number of European countries, including Spain and Holland. In addition, considerable quantities of controls and wire are also exported; though these are not included in official statistics.

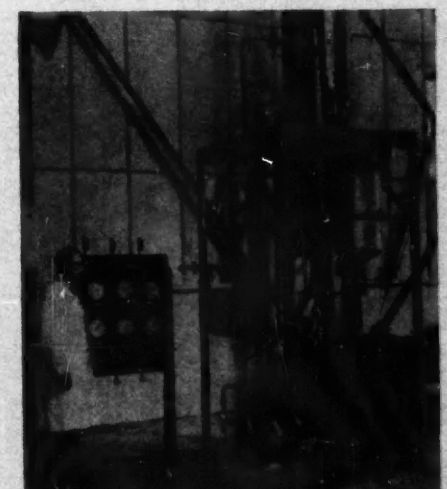
'Of our net billing from January – October this year, 36.4 per cent was for export' says Mr. Ron Field, Monogram Sales Director. An interesting footnote is that Monogram Electric Overblankets have been supplied to a number of very warm countries – 'including Kuwait, Bahrain and Libya'.

Poultry unit for Hungary

A model poultry unit worth over £100,000 is to be built at Nagyvenyim, Hungary, as a package deal by Sterling Poultry Products Ltd., Grimsby, Taylor Woodrow (Building Exports) Ltd., London, and John Shepherd & Sons Ltd., Blackpool. The birds and equipment will be the first sold to Hungary by British companies under one contract.

British plant for Bulgaria

In strong competition with Continental manufacturers, UD Engineering Co. Ltd., London, have secured an order for the first automatic bottling plant to be installed in Bulgaria. It is to be operated by Serdiac of Sofia. A contract valued at £350,000 has also been signed by Simon-Barron Ltd., of Gloucester, a member of Simon Engineering Ltd., for the supply of two complete animal feed mills to Technoimport of Sofia, Bulgaria.



Pilot plant evaporator manufactured and supplied by Kestner Evaporator & Engineering Co. Ltd., Greenhithe. It will be used for concentrating aqueous tan extracts for the UN Special Food, Hides, Skins and Leather Development and Training Project in Khartoum, Sudan.

Part of a consignment of insulated containers supplied to a frozen food distributor in Aden by WCB Containers Ltd., Manchester. The containers are made of resin cellulose laminate board and have moulded polythene liners. Insulation is provided by a 2-inch thickness of expanded polystyrene.

Air conditioning for Russian ships

Five new Russian timber ships of 3,630 tons each are to be equipped with self-contained air-conditioning units manufactured by Thermotank Ltd., Glasgow.

Finnish plate mill

Davy & United Engineering Co. Ltd., a member of the Davy-Ashmore Group, have received an additional order for equipment for a plate mill for Rautaruuki Oy of Finland. This order, valued at £2.5 million, covers steelwork, furnaces, water treatment plant, cranes, pipework and an oxygen plant.

Flooring for United States Embassy in India

Dunlop Semtex Ltd., London, have been awarded a contract for 60,000 square feet of vinyl flooring and 13,000 feet of extruded skirting for the annexe of the new United States Embassy in New Delhi.

Tanker control system

The 48,000-ton tanker being built for the Gulf Oil Corp., New York, by Kawasaki Dockyard, Japan, will install cargo tank-control system made by Dobbie McInnes Ltd., Glasgow.

Turbine order from New Zealand

An order worth £334,597 has been placed with Boving & Co. Ltd., London, by the Dunedin City Council, New Zealand, for a hydro-electric water turbine for the Wairpori 2A station. Principal manufacture will be carried out by Markham & Co. Ltd., Chesterfield, to Boving designs.

Steelwork for Tanzania bridges

Tees-side Bridge and Engineering Works Ltd., Middlesbrough, a member of the Dorman Long Group, have won an order worth nearly £150,000 for the supply of steelwork for road bridges in Tanzania.

Freezers for Portuguese trawlers

Jackstone Froster Ltd., Grimsby, a Ross Group company, are to supply 40 vertical plate freezers worth £65,000 for five trawlers being built in Portugal.

British 'business' jets ordered

Hawker Siddeley Ltd., London, are to supply eleven HS.125 business jets valued at over £3 million–eight to the United States and Canada, two for pilot training by Qantas Airlines, and one to be used as the presidential aircraft in Ghana.

Control equipment for Western Germany

A repeat order for the supply and installation of an automatic gauge control equipment system has been received by Davy and United Instruments Ltd., Sheffield, from Huttenwerke Siegerland A.G., Wissen, Western Germany.

Overhead equipment for Indian railway

A contract for the supply and erection of 25kV AC overhead equipment at the new Nimpura Through Yard near Calcutta has been awarded to British Insulated Callender's Cables Ltd., London, by the Indian Railway Board.

Mining plant order from Eire

GEC (Engineering) Ltd., Erith, have received an order from Bechtel Ltd., acting on behalf of Irish Base Metals Ltd., for an apron feeder, a blade mill and two screens for a mine at Tynagh, Galway.

Radio beacons for Iceland

Redifon Ltd., London, have delivered a number of automatic 80 watt MF beacon transmitters for aircraft navigational aids in remote parts of Iceland.

Australian generating plant

Associated Electrical Industries Ltd., Manchester, have received an order for two 30mW steam turbine generator sets and associated condensing and feed water heating plant for the Collinsville power station project of the Northern Electric Authority of Queensland.

Tractor shovels for Yugoslavia

Yale and Towne Ltd., Wednesfield, are to supply 48 tractor shovels, 53 snow plough and back fill blade attachments worth £300,000 to Yugoslavia.

Trucks for Israel and South Africa

Leyland Motors Ltd. and Albion Ltd. have received orders for 1,065 vehicles worth £3½ million to be supplied to Israel, and 2,068 truck and bus chassis worth over £5½ million for South Africa.

Polyethylene in China

Simon-Carves Ltd., Stockport, in association with ICI, have signed a contract, valued at about £4½ million, with the China National Technical Import Corporation, Peking, for the supply of a high-pressure polyethylene plant.

Brazil increases salt production

Urquhart's (1926) Ltd., Greenford, have received an order from Nordac Ltd. for the supply of 12 double toroidal combustion chambers and ancillary equipment to form part of a plant for the production of salt in Brazil.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CANADA

Customs tariff amendments and extensions

THE CANADIAN GOVERNMENT have issued an Order-in-Council P.C. 1964-1965 effective on November 1, 1964, making certain changes in the Canadian Customs Tariff which are listed below. Additions to the Tariff are shown in italics.

SCHEDULE A

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
7	Meats, fresh, n.o.p.: (f) Bones, defleshed, for use in the manufacture of soup . . per pound (Expires October 31, 1966)	Free	Free	8 cts.
39g	Potato starch milk for use in the manufacture of chlorinated potato starch (Expires October 31, 1965)	10%	10%	25%
142c	Converted tobacco leaf for use in the manufacture of cigar binders . . per pound (Expires October 31, 1966)	75 cts.	75 cts.	$1·05
187h	*Positive colour duplicating film for use in the reproduction of colour slides entitled to entry under tariff item 696a* (Expires October 31, 1965)	*Free*	*Free*	30%
192i	Asphalt impregnated paper felt, in rolls not less than 12 feet in width, for use in the manufacture of floor coverings (Expires October 31, 1966)	5%	10%	35%
198c	*Paper, coated with synthetic resin, for use in the manufacture of cap liner gasket stock* (Expires October 31, 1965)	Free	Free	35%
198d	Dry electrically sensitive paper and wax coated paper, in rolls or sheets, for use in the manufacture of recording charts (Expires October 31, 1966)	Free	7½%	35%
202c	Woven fabrics, open mesh, wholly or in chief part by weight of paper, with or without paper strips attached thereto, for use in the manufacture of fruit and vegetable bags (Expires October 31, 1966)	Free	Free	35%
216f	Monocalcium citrate in a water slurry for use in the manufacture of citric acid and salts thereof (Expires October 31, 1966)	Free	Free	25%
272c	Residual oils of petroleum origin, for use in the manufacture of carbon black . per gallon (Expires October 31, 1965)	Free	Free	1 ct.
296j	Pyrophillite, for use in Canadian manufactures (Expires October 31, 1966)	Free	Free	25%
296k	Dead-burned magnesite containing not less than 83% magnesium oxide for use in the manufacture of magnesite fire brick or chrome fire brick (Expires October 31, 1965)	7½%	7½%	30%
319a	Plate glass and float glass, not more than five thirty-seconds of an inch in thickness, for use in the manufacture of laminated safety glass (Expires October 31, 1965)	Free	Free	15%
348g	Electrolytic copper powder, electrolytic iron powder, for use in Canadian manufactures (Expires October 31, 1966)	Free	Free	10%
352j	Moulded shuttle blanks, not further manufactured than moulded, with or without metal tips, for use in the manufacture of shuttles (Expires October 31, 1966)	10%	10%	30%
355e	*Thermostatic metals, consisting of two or more layers of metals or alloys of metals, other than precious metals or alloys of precious metals, having different coefficients of expansion and permanently bonded together, in strips or sheets, coiled or not, for use in Canadian manufactures* (Expires October 31, 1965)	*Free*	*Free*	20%
382b	Sheet or strip, of iron or steel, hot- or cold-rolled, not more than 0·025 of an inch in thickness, containing not less than 2·90% of silicon, coated or not, for use in the manufacture of electrical apparatus or parts of electrical apparatus (Expires October 31, 1965)	Free	Free	12½%
382e	*Stainless steel plate or sheet in coils, hot-rolled from ingots, blooms or slabs of Canadian origin, when imported by the manufacturer of the said ingots, blooms or slabs for cold-rolling in Canada* (Expires October 31, 1965)	*Free*	*Free*	20%
398b	Hot-rolled or extruded steel hollows for use in the manufacture of cold-reduced or cold-drawn seamless steel tubes (Expires October 31, 1965)	Free	Free	30%
402h	Wire of iron or steel, uncoated, curved or not in coils, not more than 0·144 inch and not less than 0·080 inch in diameter, with tolerance not to exceed 0·004 inch, for use in the manufacture of woven or welded wire fencing (Expires October 31, 1965)	7½%	7½%	20%
428k	Gasoline internal combustion engines with a displacement of more than 500 cubic inches and air-cooled gasoline internal combustion engines with a displacement of less than 200 cubic inches, for use in the manufacture of snowblowers (Expires October 31, 1965)	2½%	7½%	30%
434f	Hydraulic units for use in the manufacture of hydra-cushion underframes for railway cars (Expires October 31, 1965)	Free	7½%	30%
438m	Brass or bronze sheet or strip, 0·080 inch or less in thickness, not more than 6½ inches in width, for use in the manufacture of split-type bushings for motor vehicles (Expires October 31, 1965)	Free	Free	30%
438r	Bumper face bars of bare metal, not finished in any degree after final forming, of a type not made in Canada, for use in the manufacture of motor vehicle bumpers (Expires October 31, 1965)	Free	Free	35%
438t	Parts for use in the manufacture of five or more speed transmissions and auxiliary transmissions for motor vehicles (Expires October 31, 1965)	Free	Free	27½%
445x	Parts for use in the manufacture of submersible electric motors (Expires October 31, 1966)	Free	7½%	30%
446r	Stainless steel bottom domes and top domes, whether or not composed in part of rubber, with or without lock ring attached, punched or not, for use in the manufacture of soft drink syrup containers (Expires October 31, 1965)	Free	5%	35%
447d	*Discs, wholly or in part of textile fibres, and paper shapes for filling rolls to be used in calendering, supercalendering or embossing paper or textiles* (Expires October 31, 1965)	*Free*	*Free*	35%
455a	Parts for use in the manufacture of locks specified in tariff item 455 (Expires October 31, 1966)	5%	5%	35%
463e	Parts, not including electric light bulbs, tubes, or exciter lamps, for use in the manufacture of still and motion picture projectors with or without sound equipment (Expires October 31, 1965)	Free	7½%	30%
505e	Cedar lumber, not further manufactured than planed on two sides, for use in the manufacture of lead pencils (Expires October 31, 1966)	Free	Free	25%
506d	Wooden staves, not more than 36 inches in length, and wooden heading, not more than 36 inches in diameter, finished or unfinished, for use in the manufacture of slack barrels or kegs (Expires October 31, 1966)	7½%	10%	25%
530f	Sliver strands in ropelike form, wholly or in part of wool or hair, for use in the manufacture of braided mats and rugs and, per pound (Expires October 31, 1965)	Free	Free	22½% 22½ cts.

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
561f	Yarns, wholly of man-made fibres or filaments, 1,100 denier or coarser, 2-ply, for use in the manufacture of weftless tape used in packaging goods	7½%	12½%	35%
	but not less than, per pound (Expires October 31, 1965)		11 cts.	28 cts.
590	Naphtha, high flash, for use in Canadian manufactures . . . . . per gallon (Expires October 31, 1966)	½ ct.	½ ct.	1 ct.
660b	Plates, curved or not, consisting of a layer of cellulose plastic composition and metal, coated or not, for the production of printing plates . . . . . (Expires October 31, 1965)	10%	10%	30%
857	Acetylsulphamerazine, acetylsulphadiazine, acetylsulphathiazole and acetylsulphamethylthiodiazole, for use exclusively in the manufacture of sulpha drugs . . . . (Expires October 31, 1966)	Free	Free	25%
865	Higher fatty alcohols, unsulphated, for use in the manufacture of synthetic detergents . (Expires October 31, 1966)	Free	Free	25%
904a	Compounds, n.o.p., consisting in chief part of synthetic resins, for use in the manufacture of chewing gum . . . . . (Expires October 31, 1966)	5%	5%	25%
924	Aerosol valve assemblies and parts thereof for use in Canadian manufactures . . . (Expires October 31, 1966)	Free	Free	30%
924a	Bars, rods and profile shapes of uniform cross-section of cellulose plastic, except cellulose nitrate, when imported in lengths for use in the manufacture of hand tools . . . (Expires October 31, 1966)	10%	10%	25%
924b	Cast phenolic resin handles, in the rough, for use in the manufacture of cutlery . . (Expires October 31, 1966)	7½%	7½%	30%

'Made in Canada' ruling (1)

THE FOLLOWING RULING has been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Machines commonly known as convertible power cranes or shovels with nominal dipper capacities as shovels from ¾ to 3 cubic yards inclusive and machines commonly known as revolving power cranes, truck or wagon mounted with maximum rated lifting capacity of 10 to 60 tons inclusive.

(Ruling effective December 11, 1964.)

Note:

1. When this ruling becomes effective the reference to such equipment in Memorandum D51-21 dated September 3, 1964, will be superseded.
2. Convertible power cranes or shovels with nominal dipper capacities as shovels from ¾ to 3 cubic yards inclusive and revolving power cranes, truck or wagon mounted with maximum rated lifting capacities of 10 to 50 tons inclusive have previously been ruled of a class or kind made in Canada. The usual 30 days' notice does not apply to equipment previously ruled made in Canada.
3. Attention is drawn to Tariff Items 427(4) and 427(5).

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-21-1 dated November 10, 1964.

'Made in Canada' ruling (2)

THE FOLLOWING RULING has been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Post mix carbonated average dispensers whether or not containing faucets, tanks or refrigeration units.

(Ruling effective December 7, 1964)

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-12-1 dated November 5, 1964.

'Made in Canada' ruling (3)

THE FOLLOWING RULING has been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

.22 calibre rifles except those using centre fire ammunition.

(Ruling effective December 17, 1964)

Note:

The customary 30 days notice will only apply to semi-automatic (auto loading) ·22 calibre rim fire rifle previously ruled to be of a class or kind not made in Canada (the reference to ·22 calibre rifles in Memorandum D51-23 is cancelled when this Memorandum becomes effective.

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-23-1 dated November 16, 1964.

UNITED STATES

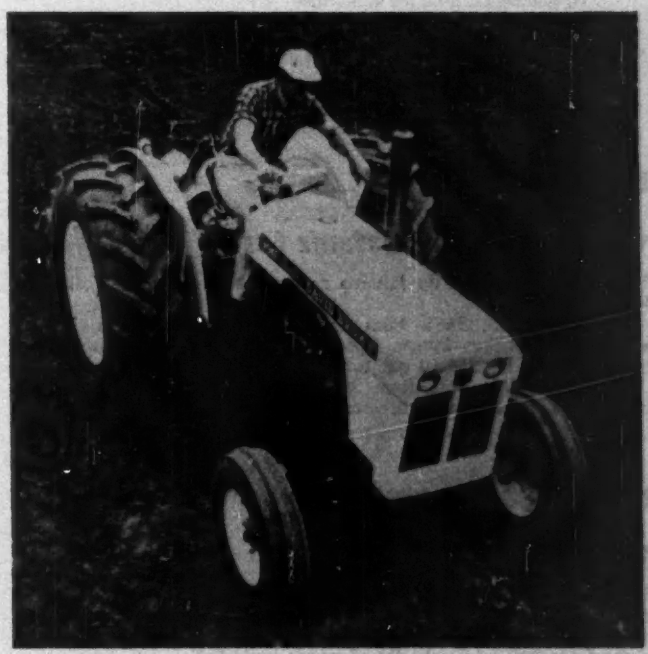
Investigation of imports of watches, watch movements, etc.

IN THE *Board of Trade Journal* for June 19, 1964, it was announced that the United States Tariff Commission had instituted an investigation under Section 301(b)(1) of the Trade Expansion Act of 1962. On the basis of this investigation the Commission have unanimously found that watches, watch movements and parts of watch movements are not, as a result in major part of concessions granted under trade agreements, being imported in such increased quantities as to cause, or threaten to cause, serious injury to the domestic industry producing like or directly competitive articles.

A preliminary investigation has also been conducted by the Tariff Commission into a complaint alleging unfair methods of competition and unfair acts in the importation of watches, watch movements and parts under Section 337 of the United States Tariff Act of 1930, as announced in the *Board of Trade Journal* for May 22, 1964. The tentative conclusion reached by the Commission is that some of the allegations presented may be appropriate, but 'a lack of particularity in one or more respects prevents any meaningful investigation.'

As a result of this investigation the Commission have granted a 60-day period from October 28, 'in which the complainants may

(*Continued on next page*)



A re-styled version of one of David Brown Tractors Ltd.'s best selling tractor models in the United States. The company's traditional 'Hunting Pink' paintwork has, just for the American market, given way to a combination of orchid white bonnet, polychromatic chocolate brown engine and chassis and poppy red radiator grille and exhaust pipe. The paints are being supplied by the Robert Ingham Clark division of Pinchin Johnson and Associates, the Courtaulds subsidiary. The colour scheme was evolved by David Brown technologists after consultation with the National Equipment Distributors Association, which is marketing the tractors in the United States.

UNITED STATES, *Continued*

submit an amended complaint, or, in the event the complainants take issue with any of the tentative conclusions, to submit in detail the basis for their objections.'

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

COSTA RICA

Tax on gifts used for sales promotion

BY COSTA RICAN DECREE No. 3400 of September 23, 1964, but effective from August 5, 1964, a tax is established on prizes or gifts which are given by manufacturers to consumers, directly or through intermediaries, in order to promote the purchase of locally manufactured products or of competitive imports from countries with which Costa Rica has free trade arrangements. The status of such similar products will be defined by the authorities.

The tax is ten times the value of the prize or gift and is applicable whatever the form. The sale of industrial articles at prices equal to or lower than the production costs, or which become so through the prizes or gifts, are considered as attempting to monopolize the relevant industry, and is prohibited.

The following prizes or gifts are exempt from the tax:

(a) Prizes or gifts of an amount not exceeding 5 per cent of the retail sale price of each product concerned;
(b) medical-pharmaceutical products given as a free sample and products of any kind given to charitable or educational institutions;
(c) gifts manufactured locally, such as almanacs or printed matter, and given by commercial and industrial firms for the benefit of their clients
(d) sales of confectionery with cards, subject to the following requirements
  (i) permission from the authorities
  (ii) a guarantee from the applicant that the cards are issued in complete sets in cases where they will be collected in an album
  (iii) the cards are not objectionable in their content;
  (iv) the quality and asepsis of the confectionery is not inferior to that sold elsewhere for the same price; and the authorities may inspect the factories or retail establishments concerned.

BRAZIL

Changes in the customs tariff

HM EMBASSY at Rio de Janeiro report the issue of the following Resolutions:

Resolution No. 346: Item 85-18-001, electromagnetic, battery and similar pocket lamps. Specific aliquot (i.e. minimum price) increased to Cr.$ 384.10 per unit.

Resolution No. 347: Item 29-06-007, phenol (phenic acid, carbolic acid). Specific aliquot increased to Cr. $ 195.20 per kilo.

DOMINICAN REPUBLIC

Prior deposits on imports

BY DOMINICAN REPUBLIC Law No. 448 of October 19, 1964, importers must, with effect from November 5, deposit with the Customs authorities in the following manner a sum equivalent to 40 per cent of the f.o.b. value of virtually all goods imported:

(a) **Goods which have arrived by sea.**
Such goods which, on November 5, 1964, were located in Customs warehouses will be liable to the deposit when they are entered for home consumption.
Goods arriving as from November 5 will be liable to the deposit at the time of declaration to the Customs authorities, either at the warehouse or when entered for home consumption.

(b) **Goods which arrive by air express, as postal parcels or by hand.**
Such goods will be liable to the deposit at the time of payment of the Customs duties, provided that such payment is made as from November 5.

Sums of money so deposited will be returned automatically to the importer after a period of six months. During that time they will not be made available for any other purpose, neither will they be attachable. The Customs authorities will not release imported goods which are subject to the deposit unless proof is furnished that the deposit has in fact been made. The penalties for infringements of the Law involve, *inter alia*, confiscation of the imported goods.

Certain goods are exempt from the deposit system:

Jerked beef
Smoked herring and other smoked fish
Cod and other fish, dry or salted
Herring, mackerel and other fish in brine
Edible corn starches
Foodstuffs, not elsewhere specified, prepared with cereals
Soups and broths of all kinds, in any container
Cod, herring and mackerel, in glass, tin or earthenware containers, whether or not in sauce or oil
Salmon and tunny, in glass, tin or earthenware containers, whether or not in sauce or oil
Sardines in glass, tin or earthenware containers, whether or not in sauce or oil
Milk or cream, preserved, evaporated or condensed, with or without sugar, in containers of any kind, for human consumption
Preserved foodstuffs of animal origin, of vegetables and of fruit (preserves), imported in containers not exceeding 5½ oz. content, and providing that their containers indicate that they are intended for use by infants
Skimmed, homogenized or dried milk, compound medicinal formula put up in containers specifying that they are specially for infants

(The above-mentioned goods are exempt from the deposit system only until November 22, 1965.)

Medicinal and veterinary products
Imports made because of development plans put into operation by international financing, providing that they are within the framework established by the National Council for Economy and with a prior certificate from the Finance Ministry in each case
Imports of articles donated by institutions or persons for social welfare plans, with a prior certificate issued by the Finance Ministry
Imports by diplomatic and consular missions in the Dominican Republic, by virtue of international or reciprocal agreements, with a prior certificate issued by the Finance Ministry
Imported articles which are indispensable for the exclusive and normal functioning of newspapers and magazines with a permanent (*sic*) circulation or for the printing of books of a cultural nature
Insecticides, fungicides, weedkillers and fertilizers
Imports of kidney beans, potatoes, onions and garlic, with a prior certificate issued by the Ministry of Agriculture, in periods when local production does not satisfy demand on the home market.

URUGUAY

Modifications to the Code of Merchandise

HM EMBASSY at Montevideo report the following amendments to the list of modifications to the Uruguayan Code of Merchandise, published in the *Board of Trade Journal* of November 13, 1964, page 1084:

Sub-Group	Commodity	Surcharge %	C.i.f. Price Average
Addition			
—	Glass bulbs with lacquered internal conductors for the manufacture of kinescopes	60	US $14·00 each
Modification			
42.831	Nylon and similar polyamid yarns . .	60	As mentioned List B.
	Sub-groups a, b, c, d, and e . . .	60	
	Should now read		
42.831	Nylon and similar polyamid yarns . .	100	No change
	Sub-groups a, b, c, d, and e . . .	100	

Exchange rates

THE BANK of the Republic of Uruguay announced on November 9, 1964, that foreign exchange at the official rate (M$N 16.40 to the U.S. dollar) will no longer be available for imports other than those listed in the Uruguayan Code of Merchandise as carrying no surcharges. This does not constitute a ban on imports of goods in other categories, which must now be imported with foreign exchange bought on the parallel market. Goods to which no surcharges are applied include fuels, raw sugar, newsprint, seeds, medicinal oils and acids, coal and film and broadcasting equipment.

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Export Services Branch, Board of Trade
HILLGATE HOUSE, 35 OLD BAILEY, LONDON, E.C.4

PARAGUAY

Exchange surcharges

HM EMBASSY at Asuncion report the issue of Executive Decree No. 7296 of September 30, which abolishes the exemption from Exchange Surcharge, which applied hitherto to goods originating in and proceeding from Uruguay and neighbouring countries i.e. Argentina, Brazil and Bolivia. Items featured in the Paraguayan National List relating to the Latin American Free Trade Association will still enjoy exemption from the surcharge.

NICARAGUA

Customs tariff changes affecting certain fabrics

BY DECREES published in the Nicaraguan *La Gaceta* on, and effective from, the dates of publication and applicable to goods registered with the Customs from those dates, import duties on the following fabrics have been amended under the arrangements for the Central American equalization of import duties:

Decree No. 7 published August 13, 1964.

Tariff No.	Description	New Duty	Old Duty
		(US $ per Gross Kilo + *ad val.* c.i.f.)	
652-02-05	Cotton fabrics, bleached, dyed, etc., n.e.s., weighing more than 150 grams per sq. metre:		
652-02-05-01	From 150 to 400 grams per sq. metre	1·50 + 10%	1·50 + 10%
652-02-05-09	More than 400 grams per sq. metre	0·80 + 10%	0·85 + 10%
652-02-06	Fabrics, n.e.s., of cotton mixed with other textile fibres:		
652-02-06-01	With a mixture of bristle and horsehair	0·80 + 10%	
652-02-06-02	Up to 300 grams per sq. metre when the fabric contains more than 75% by weight of cotton in the mixture	1·00 + 10%	2·00 + 20%
652-02-06-03	Up to 300 grams per sq. metre when the fabric contains more than 50% and up to 75% by weight of cotton, in the mixture	1·00 + 10%	
652-02-06-09	More than 300 grams per sq. metre	1·00 + 10%	
653-05-03	Fabrics, n.e.s., of rayon mixed with other textile fibres:		
653-05-03-01	Weighing up to 80 grams per sq. metre	6·00 + 10%	
653-05-03-02	Weighing more than 80 grams but not more than 150 grams per sq. metre	6·00 + 10%	6·00 + 10%
653-05-03-03	Weighing more than 150 grams but not more than 375 grams per sq. metre	6·00 + 10%	
653-05-03-04	Weighing more than 375 grams per sq. metre.	1·00 + 10%	4·00 + 10%
653-05-03-09	Fabrics (canvas or cord) for manufacturing tyre rims	Free	
653-05-04	Fabrics, n.e.s., of artificial or synthetic fibres (except rayon), pure or intermixed:		
653-05-04-01	Weighing up to 80 grams per sq. metre	6·00 + 10%	
653-05-04-02	Weighing more than 80 grams but not more than 150 grams per sq. metre.	6·00 + 10%	6·80 + 20%
653-05-04-03	Weighing more than 150 grams but not more than 375 grams per sq. metre.	6·00 + 10%	
653-05-04-04	Weighing more than 375 grams per sq. metre.	1·00 + 10%	4·00 + 20%
653-05-04-09	Fabrics (canvas or cord) for manufacturing tyre rims	Free	
653-05-05	Fabrics, n.e.s., of artificial or synthetic fibres (except rayon), mixed with other textile fibres:		
653-05-05-01	Weighing up to 80 grams per sq. metre	6·00 + 10%	
653-05-05-02	Weighing more than 80 grams but not more than 150 grams per sq. metre.	6·00 + 10%	6·80 + 20%
653-05-05-03	Weighing more than 150 grams but not more than 375 grams per sq. metre.	6·00 + 10%	
653-05-05-04	Weighing more than 375 grams per sq. metre	1·00 + 10%	4·00 + 20%
653-05-05-09	Fabrics (canvas or cord) for manufacturing tyre rims	Free	

Decree No. 11 published September 19, 1964.

653-07-00	Knitted or crocheted fabrics, of any textile fibre	4·00 + 10%	5·00 + 20%
655-05-00	Elastic fabrics, ribbons and passementerie, of any textile fibre	2·50 + 20%	3·60 + 30% or 5·00

Import duty exemptions for local industry and consumption tax

BY DECREE No. 10 published in the Nicaraguan *La Gaceta* of September 9, 1964, effective from September 3, Nicaraguan firms engaged in manufacturing garments under the provisions of the Law for the Protection and Encouragement of Industrial Development are granted total exemption from import duties on the following goods used in production:

Tariff No.	Description
Ex 599-09-15-09	Trubenizing liquid.
652-02-01	Velvety cotton fabrics, velveteens, plush, shag and corduroy.
652-02-03	Cotton fabrics, bleached, dyed, etc., n.e.s., with weight less than 80 grams per sq. metre.
652-02-04	The same, weighing from 80 to 150 grams per sq. metre.
652-02-05-01	The same, weighing from 150 to 400 grams per sq. metre.
652-02-05-09	The same, weighing over 400 grams per sq. metre.
653-03-01	Fabrics, n.e.s., of linen or ramie unmixed with other textile fibres.
653-03-02	The same, with mixture of other textile fibres.
653-03-03	The same, of jute unmixed with other textile fibres.
653-03-04	The same, with mixture of other textile fibres.
653-05-03	Fabrics, n.e.s., of rayon mixed with other textile fibres:
653-05-03-01	Up to 80 grams per sq. metre.
653-05-03-02	Over 80 and up to 150 grams per sq. metre.
653-05-03-03	Over 150 and up to 375 grams per sq. metre.
653-05-04	Fabrics, n.e.s., of artificial or synthetic fibres (except rayon), pure or intermixed:
653-05-04-01	Up to 80 grams per sq. metre.
653-05-04-02	Over 80 and up to 150 grams per sq. metre.
653-05-04-03	Over 150 and up to 375 grams per sq. metre.
653-05-05	Fabrics, n.e.s., of artificial or synthetic fibre (except rayon), mixed with other textile fibres:
653-05-05-01	Up to 80 grams per sq. metre.
653-05-05-02	Over 80 and up to 150 grams per sq. metre.
653-05-05-03	Over 150 and up to 375 grams per sq. metre.
653-07-00	Knitted or crocheted fabrics of any textile fibre.
Ex 654-03-02	Tags or labels of synthetic fibres.
Ex 654-03-03	Tags or labels of rayon.
Ex 654-03-05	Tags or labels of cotton.
Ex 655-04-03	Cotton interlinings, cotton interlinings in ribbon form, (r.t.m.) 'Dacron' interlinings.
655-05-00	Elastic fabrics, ribbons and passementerie, of any textile fibre.
Ex 699-08-02	Safety pins and hooks.
Ex 699-29-16-01	Eyelets, and hook eyelets.
Ex 699-29-16-02	Buckles, of iron or steel.
Ex 699-29-16-04	Rivets of iron or copper.
Ex 841-19-08	Ribbons of mixed synthetic fibres for trouser waistbands.
Ex 892-09-10	Vignettes, printed paper labels.
Ex 899-05-01	Iron buttons.
Ex 899-05-02-02	Press studs.
899-99-06	Zippers.

This Decree also imposes a Consumption Tax on all articles of clothing (except those entirely or partly lined with hide, skin or leather; and footwear) included in the Central American Uniform Tariff which are manufactured from certain of the materials mentioned above whether such clothing is produced locally or is imported:

Tariff No.	Tax ($ + *ad val.*)		Tariff No.	Tax ($ + *ad val.*)	
652-02-01	1·00	10%	653-05-03-02	6·00	10%
652-02-03	1·50	10%	653-05-03-03	6·00	10%
652-02-04	1·50	10%	653-05-04-01	6·00	10%
652-02-05-01	1·50	10%	653-05-04-02	6·00	10%
652-02-05-09	0·80	10%	653-05-04-03	6·00	10%
653-03-01	1·50	10%	653-05-05-01	6·00	10%
653-03-02	1·50	10%	653-05-05-02	6·00	10%
653-03-03	1·00	10%	653-05-05-03	6·00	10%
653-03-04	1·00	10%	653-07-00	4·00	10%
653-05-03-01	6·00	10%	655-05-00	2·00	20%

GUATEMALA

Taxes on locally manufactured garments

BY DECREE-LAW No. 281 of October 20, 1964, gazetted October 23 and effective October 24, Guatemalan garment manufacturers enjoying tax exemptions on raw material but manufacturing garments with textiles imported from outside the Central American area will be required to pay an internal tax equivalent to 100 per cent of customs duty exempted. When manufacturers export garments made in Guatemala to other Central American countries, the State will refund to them the corresponding proportion of the internal tax mentioned above. The Law also creates an internal tax on garments imported from other Central American countries made with textiles imported from outside the area; this tax is equivalent to 100 per cent of the Customs duty in force in Guatemala on the textiles with which such garments are made.

The Law will remain in force until such a time as the competitive position has been equalized. The preamble to the Law states that there is disparity not only in Customs charges in the various

member countries of the General Treaty for Central American Economic Integration on raw material used in the manufacture of garments enjoying free trade between Guatemala and other countries in the region, but also in the types of exemptions granted on such raw material.

Charges for consular legalization of documents

BY DECREE LAW No. 279, gazetted on October 26, 1964, and effective on the eighth day thereafter, charges for the legalization of certain shipping and commercial documents by the Guatemalan authorities have been amended to the following:

(a) For legalization of each set of maritime cargo manifests, in whatever number required, including list of passengers, crew, stores, etc.:

	Quetzales
(1) Rowing vessels	5·00
(2) Sailing vessels	10·00
(3) Outboard motor vessels	15·00
(4) Ships and boats up to 500 tons net	20·00
(5) Ships over 500 up to 1,000 tons net	30·00
(6) Ships over 1,000 up to 3,000 tons net	40·00
(7) Ships over 3,000 up to 4,000 tons net	50·00
(8) Ships over 4,000 up to 5,000 tons net	60·00
(9) Ships over 5,000 up to 7,000 tons net	70·00
(10) Ships over 7,000 tons net	90·00
(11) Safe Passages (*Passavant*)	50·00
(12) Rowing vessels, with ballast manifest	1·00
(13) Sailing vessels, with ballast manifest	2·00
(14) Outboard motor vessels, with ballast manifest	5·00
(15) Ships and boats up to 500 tons net, with ballast manifest	10·00
(16) Ships over 500 tons net, with ballast manifest	20·00

(b) For legalization of other documents:

(1) Authorization of signatures on letters of correction and certified copies of commercial invoices	5·00
(2) Extra or additional copies of commercial invoices, for each copy over and above the 5 copies required by Legislative Decree No. 2064 (Customs Code)	0·50
(3) Extra copies of maritime freight invoices, certificates of origin or bills of lading, for each copy over and above the 5 copies required by Legislative Decree No. 2064	0·50
(4) Health certificates	5·00

BRITISH GUIANA

Import licensing arrangements for detergents

THE BOARD OF TRADE have received a copy of the Trade (Control of Imports and Exports) (No. 3) Order, 1964, which amends the Schedule of Exceptions to the British Guiana Open General Licence (see *Board of Trade Journal* of January 10, 1964, page 68) by the addition of the following to item 552-02:

Cleansing preparations without soap (detergents).

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

EUROPEAN ECONOMIC COMMUNITY

Rules of Competition

THE FOLLOWING decisions and an announcement by the EEC Commission regarding applications made to them under Regulation No. 17 have been published in the *Journal Officiel des Communautés Européennes* of October 20, October 31 and November 7. An unofficial translation of Regulation No. 17, the first implementing regulation pursuant to Articles 85 and 86 of the Treaty of Rome was published in the *Board of Trade Journal* of March 9, 1962 (page 514).

Decision on the Grundig-Consten Agreement. A notice was published in the *Board of Trade Journal* of October 9, page 830, giving the English text of a press release issued by the EEC on this decision. An unofficial translation of the full decision may be obtained from Export Services Branch of the Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479). Attention is drawn to the fact that the French and German texts are the only authoritative texts.

Announcement relating to an application submitted by a Community concern for 'negative clearance' in respect of arrangements it has with firms within the Community. Interested third parties are invited to submit their observations within one month from November 7. Particulars of this announcement may be obtained, if required, from Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2355/6).

Decision concerning an application submitted by the Dutch Engineers' and Contractors' Association for 'negative clearance' in respect of the Association's internal rules. The following is an unofficial translation of this decision. Attention is drawn to the fact that the Dutch text is the only authoritative text.

Restrictive Trade Agreements and Domination of Markets
(Articles 85 to 90 of the Treaty establishing the EEC)

DECISION BY THE COMMISSION of October 22, 1964, on an application for negative clearance submitted in accordance with Article 2 of Regulation No. 17 made by the Council (IV/A-00071).

THE COMMISSION OF THE EUROPEAN ECONOMIC COMMUNITY, having regard to the Treaty setting up the European Economic Community, and in particular Article 85 thereof,

having regard to Regulation No. 17 of February 6, 1962, and in particular Article 2 thereof,

having regard to the application for negative clearance submitted by the group 'Dutch Engineers' and Contractors' Association' (DECA), Zeist, The Netherlands, in accordance with Article 2 of Regulation No. 17, asking the Commission to declare that there is no ground for it to intervene in pursuance of Article 85, paragraph 1 of the Treaty in respect of the internal rules which that group approved at their meeting of May 2, 1962, and amended on March 15, 1963,

after consulting the Consultative Committee on Restrictive Trade Agreements and Domination of Markets, in accordance with Article 10 of Regulation No. 17,

I

Whereas the following undertakings form part of that group:

1. NV Amsterdamsche Ballast Maatschappij, Amsterdam,
2. van Hattum en Blankevoort NV, Beverwijk,
3. Hollandsche Beton Maatschappij NV, The Hague,
4. De Verenigde Bedrijven Bredero NV, Utrecht,

who act at the same time on behalf of their associated companies certain of which have their registered office in the Federal Republic of Germany, in Belgium and in Italy;

whereas the internal rules of that group consist chiefly in the following provisions:

The object of the group is to facilitate the conclusion outside Europe by its members of construction and public works contracts (including sub-contracting) in the widest sense of the term, in the field of civil engineering and hydraulic engineering. Work which is confined to dredging or artificial sedimentation and work in which civil engineering plays no part except for dredging or artificial sedimentation are not covered by the group's operations. The provisions of those internal rules do not apply to the French overseas departments.

A central office has been established within the framework of the group. If a member firm learn of the possibility of obtaining contracts of the kind covered by the rules – as long as the value of those contracts exceeds 1,000,000 florins – they must inform the central office thereof immediately. The central office passes on the information to all the members of the group who have made the same possibility known to it so that they may, if they so wish, co-operate in examining the particulars of the contract in question and in preparing a possible tender.

When a member firm of the group intend to tender for a contract of which the value exceeds 2 million florins, they must declare their intention to the central office. That declaration must allow the calling of a meeting of the members who have made such a declaration, or, where appropriate, a meeting of all the members of the group. At the meeting the members have the possibility of deciding which firms are to tender and to carry out the work and how the latter is to be distributed; a 'pool' is formed.

Only the members who have made a declaration and who participate in a 'pool' are authorized to tender.

The internal rules of the group also contain provisions concerning arbitration in case of dispute.

II

Whereas a negative clearance can be issued in accordance with the provisions of Article 2 of Regulation No. 17 if the Commission finds that on the basis of the information available to it there is no ground for it to intervene in pursuance of the provisions of Article 85, paragraph 1, of the Treaty in respect of the internal rules of the DECA group;

(Continued on next page)

EUROPEAN ECONOMIC COMMUNITY, *continued*

whereas Article 85, paragraph 1, of the Treaty stipulates that all agreements between undertakings which may affect trade between Member States and the object or effect of which is to prevent, restrict or distort competition within the Common Market are incompatible with the Common Market and are prohibited;

whereas the object of the internal rules of the DECA group is to organize work of the construction and public works type carried out outside Europe and the French overseas departments – to which, in accordance with Article 227 of the Treaty, the rules of competition are also applicable;

whereas the group therefore only organizes the co-operation of the participants outside the territories in which the rules of competition of the EEC Treaty are applicable; whereas the fact that several associated firms established in other Member States also form part of the group does not in any way modify that consideration, since their activity within the framework of the rules is restricted solely to trade relations with third countries; whereas consequently the object of the internal rules of the group is not to prevent, restrict or distort competition within the Common Market;

whereas the provisions of the internal rules are not in themselves attended by any effects on competition within the Common Market; whereas in addition the Commission, in the case in question, is not at present aware that the co-operation of those firms in that form has such effects within the Common Market;

whereas no opposition has been put forward by third parties as a result of the publication made in implementation of Article 19, paragraph 3 of Regulation No. 17 in the *Journal Officiel des Communautés Européennes* No. 44 of March 13, 1964;

whereas, in these circumstances, the information available to the Commission does not at present justify the view that the object or effect of the internal rules is to prevent, restrict or distort competition within the Common Market, within the meaning of Article 85, paragraph 1, of the Treaty; whereas one of the conditions for the application of Article 85, paragraph 1, of the Treaty is not satisfied, and whereas the negative clearance can accordingly be issued,

HAS TAKEN THIS DECISION:

Article 1

There is no ground for the Commission, on the basis of the information available to it, to intervene in pursuance of the provisions of Article 85, paragraph 1, of the Treaty establishing the European Economic Community in respect of the internal rules which the DECA group approved at their meeting of May 2, 1962, and amended at their meeting of March 15, 1963.

Article 2

This decision is addressed to the 'Dutch Engineers' and Contractors' Association' (DECA), Zeist, the Netherlands.

Done at Brussels on October 22, 1964.

By the Commission,
The President,
WALTER HALLSTEIN

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 569, Cornwall House, London, S.W.1.

Regulation No.	Description	Price
26/64	To supplement the provisions relating to the preparation of a register of vineyards, its exploitation and keeping it up-to-date	8d.
35/64	Amending the list of products as regard certain pigmeat products	3d.
39/64	Determining the additional amount of levy on dried poultry egg yolks	3d.
59/64	Determining the quantity of food-grain required to produce 1 kg. of poultry eggs in shell for human consumption and 1 kg. of farmyard poultry eggs for hatching	3d.
60/64	Amending the quantity of feed-grain determined as beingt required to produce 1 kg. of slaughtered guinea-fowl, and amending the sluice-gate price of slaughtered guinea-fowl	3d.
61/64	Defining first-quality butter for the purposes of Regulation No. 13/64	3d.
62/64	Defining the principle governing intervention on the butter market	8d.
63/64	Determining the prices to be used in calculating the levy in relation to third countries in the beef and veal sector	8d.
64/64	On certain measures to be applied in the matter of cereals prices for the 1964/65 marketing season.	5d.
71/64	Laying down an additional amount of levy on dried egg yolks	3d.
72/64	Determining standard amounts in respect of certain categories of cereals, flour, groats and meal for the 1964/65 marketing season	3d.
73/64	Relating to the c.i.f. and free-at-frontier prices and to the modifications of levies in respect of rice and brokens	8d.
80/64	Extending the term of validity of Regulation No. 5/64	3d.
84/64	Fixing standard amounts for husked rice and brokens until August 31, 1965	3d.
87/64	Amending the common standards of quality for onions	3d.
88/64	Laying down the amount of intra-Community levies to apply, in the case covered by Article 3 (2) of the Council's Regulation No. 22, to slaughtered hens, chickens and turkeys	5d.
89/64	Amending the quantity of feed-grain determined as being required to produce 1 kg. of slaughtered duck, and amending the sluice-gate price in respect of slaughtered duck	3d.
90/64	Laying down the amount of the intra-Community levies on live pigs, pigmeat and pigmeat products	1s. 6d.
91/64	Fixing the amount of the levies in relation to third countries on pigs, pigmeat and pigmeat products'	3d.
92/64	Deferring application of the Council's Regulation No. 16/64 to certain processed products	3d.
93/64	To amend the annex to Regulation No. 19	5d.
94/64	Laying down levied for products in the poultry-meat sector in respect of which customs duties have been consolidated under GATT, and amending Regulation No. 77	8d.
95/64	Laying down the amount of the intra-Community levies on poultry eggs in shell, live poultry not exceeding 185 grammes in weight per head and slaughtered poultry, imported on and after August 1, 1964	5d.
97/64	Adjusting and laying down sluice-gate prices for pigs and pigmeat products in respect of imports made from August 1 to September 30, 1964	3d.
107/64	Prolonging and enlarging the scope of Regulation No. 3/63 on commercial relations with State-trading countries in respect of certain agricultural products	5d.
108/64	Removing the time-limit of six years prescribed in Regulation No. 3 as regards entitlement to sickness/maternity insurance benefits in kind and family allowances for members of family not permanently residing in the same country as the worker	5d.

FRANCE

Customs tariff modifications

THE FRENCH *Journal Officiel* of November 1, announced modifications to the customs tariff on the items listed below. The dispositions of the special tariffs for the French Overseas Departments are abrogated in so far as they refer to the following items.

Tariff No.	Description	Tariff rate %
27-07	Oils and other products of the distillation of high temperature coal tar and similar products:	
	B. Benzol, toluol, xylol, solvent naphtha (heavy benzol) similar aromatic oils, as defined in Note 2 of the present Chapter, of which more than 65% by volume distils at a temperature of up to 250°C. (including mixtures of petroleum spirit and benzol); sulphuretted crude light oil tappings:	
	I. Intended to be used as fuels	10 (w) (y)
27-09	Petroleum and shale oils, crude:	
	A. Crude petroleum oils	Free
	B. Other	Free
27-10	Petroleum and shale oils, other than crude; preparations not elsewhere specified nor included, containing not less than 70% by weight of petroleum or shale oils, these oils being the basic constituencies of the preparations:	
	A. Lights oils (y):	
	I. Intended to undergo a specific treatment	Free (u)
	II. Intended to undergo a chemical transformation by a treatment other than those defined under heading Nos. 27-10 A I (v)	Free (u) (x)
	III. Intended for other uses:	
	(a) Special spirits:	
	(1) White spirit	6 (u) (w)
	(2) Other	6 (u) (w)
	(b) Not specified	6 (u) (w)
	B. Medium oils (y):	
	I. Intended to undergo a specific treatment (v)	Free (u)
	II. Intended to undergo a chemical transformation by a treatment other than those defined under heading No. 27-10 B I (v)	Free (u) (x)
	III. Intended for other uses:	
	(a) Kerosene	6 (u) (w)
	(b) Not specified	6 (u) (w)
	C. Heavy oils:	
	I. Gas-oils:	
	(a) Intended to undergo a specific treatment (v)	Free (u)
	(b) Intended to undergo a chemical transformation by a treatment other than those defined under heading No. 27-10 C I a (v)	Free (u) (x)
	(c) Intended for other uses	3·5 (u) (w)
	II. Fuel-oils:	
	(a) Intended to undergo a specific treatment (v)	Free (u)
	(b) Intended to undergo a chemical transformation by a treatment other than those defined under heading No. 27-10 C II a (v)	Free (u)
	(c) Intended for other uses	3·5 (u) (w)
	III. Lubricating oils and others:	
	(a) Intended to undergo a specific treatment (v)	Free (u)
	(b) Intended to undergo a chemical transformation by a treatment other than those defined under heading No. 27-10 C III a (v)	Free (u) (x)
	(c) Intended to undergo a treatment other than those defined under heading Nos. 27-10 C III a and b (v) (z)	4 (u) (w)
	(d) Intended for other uses	7 (u) (w)

Tariff No.	Description	Tariff rate %
27-11	Petroleum gases and other gaseous hydrocarbons:	
	A. Commercial propane and butane:	
	I. Intended to undergo a specific treatment (v)	Free (u)
	II. Intended to undergo a chemical transformation by a treatment other than those defined under heading 27-11 A I (v)	Free (u) (x)
	III. Intended for other uses	3·5 (t)
	B. Other:	
	I. in a gaseous state	Free (u)
	II. Not specified	Free (u)
27-12	Petroleum jelly:	
	A. Crude:	
	I. Intended to undergo a specific treatment (v)	Free (u)
	II. Intended to undergo a chemical transformation by a treatment other than those defined under heading 27-12 A I (v)	Free (u) (x)
	III. Intended for other uses	2·5 (t) (w)
	B. Other	10 (t) (w)
27-13	Paraffin wax, micro-crystalline wax, ozokerite, lignite wax, peat wax, 'slack wax' and other mineral wax, whether or not coloured:	
	B. Other:	
	I. Crude:	
	(a) Intended to undergo a specific treatment (v)	Free (u)
	(b) Intended to undergo a chemical transformation by a treatment other than those defined under heading 27-13 B I a (v)	Free (u) (x)
	(c) Intended for other uses	2·5 (t)
	II. Other	10 (t)
27-14	Petroleum bitumen, petroleum coke and other petroleum and shale oil residues:	
	A. Petroleum bitumen	Free
	B. Petroleum coke	Free
	C. Other:	
	I. Extracts derived from the treatment of lubricating oils with certain selective solvents	3 (t) (w)
	II. Other	3 (w)
27-16	Bituminous mixtures based on natural asphalt, on natural bitumen, on petroleum bitumen, on mineral tar or on mineral tar pitch (bituminous mastics, 'cut-backs,' etc.):	
	B. Other:	
	I. 'Cut-backs,' emulsions of petroleum, bitumen and the like	1·5 (w)
34-03	Lubricating preparations consisting of a mixture of oils or fats of all types, or of mixtures with a basis of oils or fats, but containing less than 70% by weight of petroleum or shale oils:	
	A. Containing petroleum or shale oils	10
34-04	Artificial waxes, including water-soluble waxes; prepared waxes, not emulsified or containing solvents:	
	B. Prepared waxes, not emulsified or containing solvents	
	I. With a basis of products falling under heading No. 27-13 B	11·7
38-14	Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils:	
	B. Other:	
	I. For lubricants:	
	(a) Containing petroleum or shale oils	12
38-19	Chemical products and preparations of the chemical industry or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical industry or allied industries, not elsewhere specified or included	4

(t) Common tariff rate.
(u) The level of the duty results from the decision dated May 8, 1964, of the Council of the European Economic Community.
(v) Admission under this sub-heading is subject to conditions to be determined by the competent authorities.
(w) This note has not been modified.
(x) See supplementary Note 6 to this Chapter.
(y) This note has not been modified.
(z) See supplementary Note 7 to this Chapter.

Duty quotas

THE FRENCH *Journal Officiel* of October 25, announced the amounts of three quotas for the import of certain items of iron and steel listed below, until December 31, 1964, inclusive.

Tariff No.	Description	Amount Metric tons net
73-13 B IV e 2	Plastic coated sheets and plates, of iron or steel, hot-rolled or cold-rolled	460
73.01 B II b	Haematite iron, containing 1·5% or less by weight of manganese, other than charcoal iron containing a maximum proportion by weight of 0·07% phosphorus and 0·03% of sulphur, intended for the production of moulded iron products	5,250
73.15 B IV b 2	Alloy steel hollow bars, the interiors of which are plated with stainless steel and which are intended for the manufacture of monobloc cutting bits	158

THE FRENCH *Journal Officiel* of October 27, announced that for the period October 27, 1964, to June 30, 1965, inclusive, the quota for the import of seed potatoes (Tariff No. 07-01 A I a) is fixed at 22,000 metric tons. Of this amount, 12,000 tons are for early seed potatoes and 10,000 tons for floury seed potatoes (varietes feculieres).

For the period from November 1, to December 31, 1964, inclusive, the quota for the import of frozen beef and veal intended for manufacturing (Tariff No. 02-01 A II a) is fixed at 2,000 metric tons net of meat which has not been de-boned; imports of de-boned meat are convertible to non de-boned meat at the rate of 130 kg. to 100 kg.

The conditions under which goods may be admitted to these quotas are those laid down by the Order of April 12, 1962, which fixed the general import conditions of tariff quotas.

Previous notices about the above quotas for iron and steel and for frozen beef and veal appeared in the *Board of Trade Journal* dated November 6, page 1034.

The full French text of the above notices may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

FEDERAL REPUBLIC OF GERMANY

Imports of live cattle, beef and veal

CONSEQUENT upon the introduction of a levy system in accordance with EEC Ordinance No. 14/64/EEC(Beef), the Federal German Authorities have amended the regulations governing the import of live cattle, beef and beef products, fresh, chilled, frozen and processed. The changes, which came into effect on November 1, are summarized below:-

Live cattle and calves, beef and veal (fresh or chilled), beef fat.

May be imported freely from all countries (other than the Eastern Bloc) without licence.

Edible offals, sausages of beef, canned or processed beef and offals.

May be imported without licence from EEC countries. Licences will still be required for imports from other countries, but an import opportunity announced on October 31, 1964 provides for such licences to be issued freely until further notice.

Beef and veal (frozen)

Import licences still required for imports from all countries. An import opportunity announced on October 31, 1964 provides for such licences to be issued freely until further notice.

All inquiries relating to this announcement should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

ITALY

Abolition of purchase tax on motor vehicles and pleasure boats

THE ITALIAN Council of Ministers on November 11 approved a Decree abolishing Law No. 190 of April 12, 1964, which instituted a special purchase tax on motor vehicles and pleasure boats, both imported and domestically produced. The Decree will take immediate effect. (For previous reference, see *Board of Trade Journal* for May 15, 1964, pages 1092/3.)

SPAIN

Customs tariff

THE SPANISH authorities have recently modified certain sub-headings of their Customs Tariff and the revised sub-headings and import duties are as follows:

Tariff heading	Description	Import duty	Transitory duty
		%	%
29.15 F	Adipic acid	20	3
G	Other	20	—
84.10 F	Motor pumps:		
	1. Turbo-pumps	30	1
	2. Other:		
	(a) Not weighing more than 10 tons each	40	28
	(b) Weighing more than 10 tons each:		
	1. With a piston capable of a pressure greater than 300 atmospheres	40	1
	2. Other	40	28

Inquiries about this notice should be addressed to Export Services Brance, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

IRISH REPUBLIC

Import quotas

THE GOVERNMENT of the Irish Republic have announced the following quotas under the Control of Imports Acts 1934 to 1964, for the period December 1, 1964, to November 30, 1965:

Goods	Quota	Quota No.
Certain electric filament lamps	120,000 articles	31
Certain woven cotton piece-goods	3,267,000 sq. yds.	45

GREECE

Motor vehicle industry

THE GREEK AUTHORITIES have recently introduced a new Law (No. 4360) allowing special customs and tax benefits to certain enterprises manufacturing or assembling motor vehicles in Greece.

A translation of the Law may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

ISRAEL

Imports of chocolate

THE ISRAELI MINISTRY of Commerce and Industry have laid down the following conditions for the issue of import licences for chocolate:

(1) The applicant for an import licence for chocolate is requested to submit to the Competent Authority (Ministry of Commerce and Industry, Department of Foodstuff-Import, Jerusalem), together with his application:
  (a) three wrappers of every kind of chocolate he intends to import;
  (b) a specimen of the label he intends to print in Hebrew letters for any kind of chocolate tablets to be imported (the applicant is requested to submit a whole proof-sheet of the printed label).

(2) The label has to cover the whole size of the reverse of the tablet and to contain the following details:
  Description of the product; name of the manufacturer, his address, ingredients and weight in grams.

(3) Size of the printed letters has to be at least half the size of the letters printed in Latin letters on the original wrapper, but not less than 2 mm. in height.

(4) After confirmation of the proof of the label by the Competent Authority and its printing having been completed, the applicant has to submit to us five specimens of the printed label of every one of the various wrappers.

(4a) In case it is the applicant's wish to print the details contained in paragraph 2 (see above) on the *original* wrapper, he is free to do so, after confirmation of the proof by the Competent Authority.

(5) Import of chocolate tablets will be permitted only of those, the weight of which is mentioned in 'The Commodities and Services Ordinance (weights of chocolate tablets) 1963', which has been published in the *Official Gazette* No. 1479 of August 8, 1963, page 1971.

Note

The admitted weights of chocolate tablets are the following in grams: 10, 15, 20, 25, 30, 40, 45, 50, 75, 90, 100, 125, 150, 200, 250, 400. Special permission is necessary but can be obtained for 42 instead of 40 or 45 grams.

Filled chocolate may also be imported in weights of 55 or 110 grams.

It is understood that these conditions, suitably adapted, apply also to the marking and labelling of other imported foodstuffs.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

LEBANON

Speed recorders in commercial vehicles

THE MINISTRY of Public Works and Transport has now decided that commercial vehicles and buses in the Lebanon shall have installed in them a speed recorder as distinct from a speedometer with certain specifications.

These include:

(1) Accurate recording of speed, time and distance covered in kilometres.

(2) Devices to warn the driver in the event of his exceeding the speed limit.

(3) A special key to lock the apparatus.

Further information about this notice may be addressed either to the Society of Motor Manufacturers and Traders, Forbes House, Halkin Street, London, S.W.1 (Tel. Belgravia 6611), or to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.E.1 (Tel. Abbey 7877, Ext. 2357).

Importation of seed potatoes

THE BOARD OF TRADE have been informed of some regulations authorized by the Lebanese Ministry of Agriculture concerning the importation of seed potato for the 'early season' of 1964-1965.

These include the quality and quantity of seed potato exported from certain countries including the United Kingdom and Northern Ireland. Further information about this notice may be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

MOROCCO

Import regulations

FURTHER TO the note in the *Journal* of November 13, 1964, about the suspension of imports into Morocco, it is understood that postal packages to a value of up to 5,000 dirhams, which have hitherto been admitted in Morocco without import licences, will now require Ministerial authorization.

SOUTHERN RHODESIA

Suspensions of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1964 (No. 5), published as Southern Rhodesia Government Notice 780 on November 6, amend the First Schedule to the Customs and Excise (Suspension) Regulations, 1964, by the insertion of the following items:

	Item	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
Ex 122 (1)	Iron and steel:				
	ex (c) (i) (E) Angles, equal, of a flange size of 1 inch and of a thickness of $\frac{1}{8}$ inch or $\frac{1}{4}$ inch *ad val.*	10%	5%	Free	Free
	ex (c) (i) (E) Angles, equal, of a flange size of $1\frac{1}{2}$ inches and a thickness of $\frac{1}{8}$ inch *ad val.*	10%	5%	Free	Free
	ex (c) (i) (E) Angles, equal, of a flange size of $1\frac{1}{2}$ inches and of a thickness of not less than ·09' inch and not more than ·125 inch *ad val.*	10%	5%	Free	Free
	(c) (i) (G) Z section, of a perpendicular of not less than 1 inch and not more than $1\frac{1}{2}$ inches, and a flange size of not less than $\frac{1}{2}$ inch and not more than $1\frac{1}{2}$ inches and of a thickness of not more than $\frac{1}{16}$ inch *ad val.*	10%	5%	Free	Free

Correct form of Gulf Coast addresses

THE GENERAL POST OFFICE has announced the correct postal address for the under-mentioned places as: Abu Dhabi; Bahrein; Doha; Umm Said, Qatar; Muscat; Dhubai; Sharjah.

No other geographical description is necessary. Anyone addressing mail to the above places is advised to use block capitals.

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

Suspension of duty

A COPY HAS BEEN received of Southern Rhodesia Government Notice No. 758, dated October 30, which amends the Customs and Excise (Suspension) Regulations, 1964.

The effect of the amendment is to provide for the total suspension of import duty on oil, imported by or on behalf of an oil refinery, for use in the initial flushing out of a refinery installation. The suspension is subject to the proviso that the oil is not subsequently used as a fuel, and it applies only to goods, from any source, which are imported on or before January 31, 1965.

HONG KONG

Television ordinance 1964

THE BOARD OF TRADE have received a copy of the Television Ordinance, 1964, as published in Legal Supplement No. 1 to the *Hong Kong Government Gazette* dated November 6, 1964. This Ordinance 1964, as published in Legal Supplement No. 1 to the wireless television and for controlling the standards of programmes broadcast by such companies. It may be seen at Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London S.W.1. (Tel. Abbey 7877, Ext. 2627).

MALAYSIA (THE STATES OF MALAYA)

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE have been informed that the Government of the States of Malaya have announced that, subject to representations made in writing to the Minister of Commerce and Industry before December 5, it is proposed to declare the following industries and products to be pioneer industries and pioneer products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

INDUSTRIES	PRODUCTS
A) Manufacture of Fireworks ...	(i) Fireworks for display purposes. (ii) Fire Crackers.
(B) Manufacture of Miscellaneous Primary Textiles.	Woven carpets, vegetable fibres, wool, synthetic fibres.
(C) Motor Vehicle Parts and Accessories Manufacture	(i) Bodywork and parts thereof. (ii) Seals and gaskets. (iii) Radiators and parts.
(D) Sugar Refining	Jaggery.

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the States of Malaya. Firms to which Pioneer Industries Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years depending on the amount of capital investment in Malaya. Existing and established manufacturers in the States of Malaya, if any, of the abovementioned industries and products are advised that it is in their own interest to forward full details of the production and capacity of their factories to the Minister before December 5. Failure to do so may mean that newcomers to the industry may be given an unfair advantage over established manufacturers.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (*Tel.* Abbey 7877, Ext. 2627).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1, Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6).*

MALAYSIA (SABAH)

Pioneer Industries Ordinance

THE GOVERNMENT of Sabah announced on September 14, 1964, that the following industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1956:

Industries	Products
(A) Extraction and processing of coir fibre	Coir fibre
(B) Manufacture of bituminous products	(i) Bituminous emulsion (cationic and anionic) (ii) Roofing cement (iii) Expansion jointing compounds (iv) Sealing compounds (v) Water pipe jointing compounds (vi) Agricultural surgical compounds (vii) Water tank jointing compounds (viii) Electrical junction box compounds (ix) Bituminous paints (x) Insulating wrapping material (xi) Parquet cements

Firms to which Pioneer Certificates are granted can enjoy the benefit of exemption from Sabah income tax for an initial period of two years.

Further inquiries about the Pioneer Industries legislation may be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627), quoting reference CRE 807G.

MALAYSIA (SINGAPORE)

Development Estimates

THE BOARD OF TRADE have received copies of the Development Estimates for the State of Singapore for 1965 and the First and Second Supplementary Developments Estimates of Expenditure for 1964.

Copies of these papers may be seen at Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627), quoting reference CRE 14872/63.

Cables for Singapore

Telephone cable manufactured by British Insulation Callender's Cables Limited and supplied to the Singapore Telephone Board being installed by the S.T.B. on the Bukit Timah Road, Singapore. This cable is for the initial junction circuits to the new telephone exchange at the industrial satellite town of Jurong.

AUSTRALIA

Details of tariff changes

DETAILS ARE GIVEN below of the changes made in the Australian Tariff by Customs Proposals which came into effect on October 30, 1964. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
51	Fish crustaceans and molluscs (not including soup):						
	[(B) Fresh, smoked or dried (but not salted), or preserved by cold process:						
	(1) Smoked or dried (but not salted) . . . . . per lb.	1d.	1d.	1½d.	No change (Under new items 51 (C) (2) (a); (D) (3) (a) and (E) (4))		
	ad val.	Ex	Primage Duty Ex	10%			
	(2) Other:						
	(a) Shrimps, prawns, shrimp meat and prawn meat . . . . . per lb.	1s.	1s.	2s.	No change (Under new items 51 (D) (2) (a); (D) (3) (b) and (F) (3) (a))		
	(b) Other] . . . . . per lb.	1d.	1d.	1½d.	No change (Under new items 51 (D) (2) (b); (D) (3) (c) (1); (E) (4) and (F) (3) (b))		
	ad val.	Ex	Primage Duty Ex	10%			
	(B) Fish, fresh (live or dead), chilled or frozen:						
	(1) *Live*	No change (Under former item 51 (A))			Free	Free	Free
	(2) *Other* . . . . . *per lb.*	No change (Under former Item 51 (B) (2) (b))			1d.	1d.	1½d.
	ad val.	—	—	—	Ex	Primage Duty Ex	10%
	[(C) Preserved in tins or other air-tight vessels including the weight of liquid contents:						
	(1) Salmon . . . . . per lb.	1d.	2½d.	4d.	No change (Under new item 51 (E) (3)((a))		
	ad val.	Ex	Primage Duty Ex	10%			
	(2) Crustaceans . . . . . per lb.	1d.	4d.	4d.	Free (Under new item 51 (F) (2) (a))	3d.	4d.
	ad val.	5%	Primage Duty 10%	10%			
	(3) Sardines, sild, brisling and similar small immature fish . . . per lb.	1d.	2d.	3d.	Free (Under new item 51 (E) (3) (c))	1d.	3d.
	ad val.	Ex	Primage Duty Ex	10%			
	(4) Canned fish, not covered by paragraph (1) or (5), in the form of cutlets, chunks, flakes or solid pack . . . . . per lb.	1d.	3d.	3d.	7d.	9d.	1s.
	And in addition a temporary duty of . . . . . per lb.	5d.	5d.	5d.	(Under new item 51 (E) (3) (d))		
	ad val.	Ex	Primage Duty Ex	10%			
	(5) Canned tuna . . . . . per lb.	1s. 2d.	1s. 4d.	1s. 7d.	No change (Under new item 51 (E) (3) (b))		
	(6) Other] . . . . . per lb.	1d.	3d.	3d.	Free (Under new items 51 (E) (3) (e) and (F) (2) (b))	2d.	3d.
	ad val.	Ex	Primage Duty Ex	10%			
	(C) Fish, salted, in brine, dried or smoked:						
	(1) *Packed in airtight cans, bottles, jars and the like*	No change (Under former item 51 (A))			Free	Free	Free
	(2) *Other:*						
	(a) Dried or smoked, not salted . . . . . *per lb.*	No change (Under former item 51 (B) (1))			1d.	1d.	1½d.
	ad val.	—	—	—	Ex	Primage Duty Ex	10%
	(b) Other . . . . . *per cwt.*	No change (Under former item 51 (F))			5s.	5s.	6s.
	ad val.	—	—	—	Ex	Primage Duty Ex	10%
	[(D) Potted or concentrated, including extracts of, and caviare] . . . *ad val.*	17½%	32½%	37½%	No change (Under new items 51 (E) (2) and (F) (1))		
	(D) Crustaceans and molluscs, whether in shell or not, fresh (live or dead), chilled, frozen, salted, in brine or dried; crustaceans, in shell, simply boiled in water:						
	(1) *Oysters, fresh, in the shell* . . . . . *per cwt.*	No change (Under former item 51 (E)			1s. 6d.	2s.	2s.
	ad val.	—	—	—	5%	Primage Duty 10%	10%
	(2) *Crustaceans, in shell, simply boiled in water:*						
	(a) Shrimps and prawns . . . . . *per lb.*	No change (Under former item 51 (B) (2) (a))			1s.	1s.	2s.
	(b) Other . . . . . *per lb.*	No change (Under former item 51 (B) (2) (b))			1d.	1d.	1½d.
	ad val.	—	—	—	Ex	Primage Duty Ex	10%
	(3) *Other:*						
	(a) Dried, not salted . . . . . *per lb.*	No change (Under former item 51 (B) (1))			1d.	1d.	1½d.
	ad val.	—	—	—	Ex	Primage Duty Ex	10%
	(b) Shrimps, prawns, shrimp meat and prawn meat, fresh, chilled or frozen per lb.	No change (Under former item 51 (B) (2) (a))			1s.	1s.	2s.
	(c) Other:						
	(1) *Fresh, chilled or frozen* . . . . . *per lb.*	No change (Under former item 51 (B) (2) (b))			1d.	1d.	1½d.
	ad val.	—	—	—	Ex	Primage Duty Ex	10%
	(2) *Other* . . . . . *per cwt.*	No change (Under former item 51 (F))			5s.	5s.	6s.
	ad val.	—	—	—	Ex	Primage Duty Ex	10%
	[(E) Oysters, fresh, in the shell] . . . . . *per cwt.*	1s. 6d.	2s.	2s.	No change (Under new item 51 (D) (1))		
	ad val.	5%	Primage Duty 10%	10%			
	(E) Prepared or preserved fish, including caviare and caviare substitutes, not covered by sub-item (B) or (C):						
	(1) *Fish balls, cakes, sausages and the like* . . . . . *ad val.*	No change (Under former item 79)			12½%	30%	30%
	ad val.	—	—	—	5%	Primage Duty 10%	10%
	(2) *Potted or concentrated, extracts, pastes, caviare, caviare substitutes, fish roe ad val.*	No change (Under former item 51 (D))			17½%	32½%	37½%
	(3) *Packed in airtight cans, bottles, jars and the like, not covered by paragraph* (2):						
	(a) Salmon . . . . . *per lb.*	No change (Under former item 51 (C) (1))			1d.	2½d.	4d.
	ad val.	—	—	—	Ex	Primage Duty Ex	10%
	(b) Tuna . . . . . *per lb.*	No change (Under former item 51 (C) (5))			1s. 2d.	1s. 4d.	1s. 7d.
	(c) Sardines, sild, brisling and similar small immature fish – on the total weight of contents . . . . . *per lb.*	1d.	2d.	3d.	Free	1d.	3d.
	ad val.	Ex	Primage Duty Ex	10%			
	(d) Cutlets, chunks, flakes or solid pack, other than of salmon or tuna – on the total weight of contents . . . . . *per lb.*	(Under former item 51 (C) (3)) Various (Under former item 51 (C) (4))			7d.	9d.	1s.

AUSTRALIA, *continued*

Tariff Item	Goods		Former Duties			New Duties		
			British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
	(e) Other – on the total weight of contents	*per lb.*	1d.	3d.	3d.	Free	2d.	3d.
		ad val.	Ex	Ex Primage Duty	10%			
			(Under former item 51 (C) (6))					
	(4) Other	*per lb.*	No change (Under former items 51 (B) (1) and (B) (2) (b))			1d.	1d. Primage Duty	1½d.
		ad val.				Ex	Ex	10%
	[(F) N.e.i.	*per cwt.*	5s.	5s. Primage Duty	6s.	No change (Under new item 51 (C) (2) (b) and (D) (3) (c) (2))		
		ad val.	Ex	Ex	10%			
	(F) Crustaceans and molluscs, prepared or preserved, not covered by sub-item (D):							
	(1) Potted or concentrated; extracts; pastes	*ad val.*	No change (Under former item 51 (D))			17½%	32½%	37½%
	(2) Packed in airtight cans, bottles, jars and the like, not covered by paragraph (1):							
	(a) Crustaceans – on the total weight of contents	*per lb.*	1d.	4d. Primage Duty	4d.	Free	3d.	4d.
		ad val.	5%	10%	10%			
			(Under former item 51 (C) (2))					
	(b) Molluscs – on the total weight of contents	*per lb.*	1d.	3d. Primage Duty	3d.	Free	2d.	3d.
		ad val.	Ex	Ex	10%			
			(Under former item 51 (C) (6))					
	(3) Other:							
	(a) Shrimps, prawns, shrimp meat and prawn meat	*per lb.*	No change (Under former item 51 (B) (2) (a))			1s.	1s.	2s.
	(b) Other	*per lb.*	No change (Under former item 51 (B) (2) (b))			1d.	1d. Primage Duty	1½d.
		ad val.	—	—	—	Ex	Ex	10%
179	Electrical machines:							
	(G) Generators; motors; rotary converters:							
	[(1) Generators, alternating current (including exciters, if any, imported with and for use therewith), not being rotary converters:							
	(a) Imported for use with steam or water driven turbines	*ad val.*	—	—	—	27½% (Under new item 179 (G) (1) (b) (1))	40%	50%
		ad val.	Free	7½%	7½%	No change (Under new item 179 (G) (1) (b) (2))		
	(b) Motor vehicle types:							
	(1) 6 volt or 12 volt rating	*ad val.*	45%	52½%	60%	No change (Under new item 179 (G) (1) (a) (1))		
	(2) Other	*ad val.*	27½%	45%	57½%	No change (Under new item 179 (G) (1) (a) (2))		
	(c) Induction type:							
	(1) Not less than 1 horsepower and not exceeding 150 horsepower	*ad val.*	22½%	40%	57½%	27½% (Under new item 179 (G) (1) (b) (1))	40%	50%
	(2) Exceeding 150 horsepower	*ad val.*	22½%	40%	57½%			
	Subject to a reduction in the rate of ruty of 0·75 for each 1 horsepower in excess of 150 horsepower, with a minimum of	*ad val.*	Free	7½%	7½%	Free (Under new item 179 (G) (1) (b) (2))	7½%	7½%
	(d) Other:							
	(1) Less than 2 horsepower	*ad val.*	22½%	40%	57½%	27½% (Under new item 179 (G) (1) (b) (1))	40%	50%
	(2) Not less than 2 horsepower and not exceeding 125 horsepower	*ad val.*	5%	22½%	35%			
	(3) Exceeding 125 horsepower	*ad val.*	Free	7½%	7½%	Free (Under new item 179 (G) (1) (b) (2))	7½%	7½%
	(2) Generators, direct current or universal, not being rotary converters:							
	(a) Imported for use with steam or water driven turbines	*ad val.*	—	—	—	27½% (Under new item 179 (G) (2) (b) (1))	40%	50%
		ad val.	Free	7½%	7½%	No change (Under new item 179 (G) (2) (b) (2))		
	(b) Motor vehicle types:							
	(1) 6 volt or 12 volt rating	*ad val.*	45%	52½%	60%	No change (Under new item 179 (G) (2) (a) (1))		
	(2) Other	*ad val.*	27½%	45%	57½%	No change (Under new item 179 (G) (2) (a) (2))		
	(c) Other:							
	(1) Not exceeding 20 kW	*ad val.*	22½%	40%	57½%	27½% (Under new item 179 (G) (2) (b) (1))	40%	50%
	(2) Exceeding 20 kW	*ad val.*	Free	7½%	7½%	27½% (Under new item 179 (G) (2) (b) (1))	40%	50%
		ad val.	—	—	—	Free (Under new item 179 (G) (2) (b) (2))	7½%	7½%
	(3) Motors, alternating current, not being rotary converters:							
	(a) Starting motors for internal combustion piston engines:							
	(1) 6 volt or 12 volt rating	*ad val.*	45%	52½%	60%	No change (Under new item 179 (G) (3) (a) (1))		
	(2) Other	*ad val.*	27½%	45%	57½%	No change (Under new item 179 (G) (3) (a) (2))		
	(b) Less than 1 horsepower	*ad val.*	22½%	35%	50%	27½% (Under new item 179 (G) (3) (b))	40%	50%
	(c) Induction type, not covered by sub-paragraph (a) or (b):							
	(1) Not exceeding 180 horsepower	*ad val.*	27½%	45%	45%	27½% (Under new item 179 (G) (3) (b))	40%	50%
	(2) Exceeding 180 horsepower and not exceeding 550 horsepower	*ad val.*	27½%	40%	40%	27½% (Under new item 179 (G) (3) (b))	40%	50%
	(3) Exceeding 550 horsepower	*ad val.*	27½%	40%	40%	27½% (Under new item 179 (G) (3) (b))	40%	50%
	Subject to a reduction in the rate of duty of 0·275 for each 1 horsepower in excess of 550 horsepower, with a minimum of	*ad val.*	Free	7½%	7½%	No change (Under new item 179 (G) (3) (b))		
	(d) Other:							
	(1) Less than 2 horsepower	*ad val.*	22½%	40%	57½%	27½% (Under new item 179 (G) (3) (b))	40%	50%
	(2) Not less than 2 horsepower and not exceeding 125 horsepower, not covered by clause (3)	*ad val.*	5%	22½%	35%	27½% (Under new item 179 (G) (3) (b))	40%	50%
	(3) Exceeding 125 horsepower; variable speed commutator type, not less than 2 horsepower, with speed variation between maximum and minimum speeds in the ratio of 2 to 1 or greater	*ad val.*	Free	7½%	7½%	27½% reducing to	40%	50%
		ad val.	—	—	—	Free (Under new item 179 (G) (3) (b))	7½%	7½%
	(4) Motors, direct current or universal, not being rotary converters:							
	(a) Starting motors for internal combustion piston engines:							
	(1) 6 volt or 12 volt rating	*ad val.*	45%	52½%	60%	No change (Under new item 179 (G) (4) (a) (1))		
	(2) Other	*ad val.*	27½%	45%	57½%	No change (Under new item 179 (G) (4) (a) (2))		
	(b) Traction motors including traction motors for electric trolley buses	*ad val.*	22½%	40%	57½%	27½% (Under new item 179 (G) (4) (b))	40%	50%

(*Continued on next page*)

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties: British Preferential	Former Duties: Most-Favoured-Nation	Former Duties: General	New Duties: British Preferential	New Duties: Most-Favoured-Nation	New Duties: General
	(c) Suitable for use with gearless lifts, including bed plate, shaft, driving sheaf and brake drums imported with and for use therewith:						
	(1) Not exceeding 50 horsepower — *ad val.*	22½%	40%	57½%	27½% (Under new item 179 (G) (4) (c))	40% (Under new item 179 (G) (4) (c))	50% (Under new item 179 (G) (4) (c))
	(2) Exceeding 50 horsepower — *ad val.*	Free	7½%	7½%			
	(d) Totally enclosed direct current mill type motors — *ad val.*	22½%	35%	45%	27½% (Under new item 179 (G) (4) (d))	40% (Under new item 179 (G) (4) (d))	50% (Under new item 179 (G) (4) (d))
	(e) Other:						
	(1) Less than 0·746 kW — *ad val.*	22½%	35%	50%	27½% (Under new item 179 (G) (4) (e) (1))	40% (Under new item 179 (G) (4) (e) (1))	50% (Under new item 179 (G) (4) (e) (1))
	(2) Not less than 0·746 kW and not exceeding 20 kW — *ad val.*	22½%	40%	57½%			
	(3) Exceeding 20 kW — *ad val.*	Free	7½%	7½%	Free (Under new item 179 (G) (4) (e) (2))	7½% (Under new item 179 (G) (4) (e) (2))	7½% (Under new item 179 (G) (4) (e) (2))
	(5) Rotary converters:						
	(a) Not exceeding 10 kW — *ad val.*	22½%	40%	57½%	27½% (Under new item 179 (G) (5) (a))	40% (Under new item 179 (G) (5) (a))	50% (Under new item 179 (G) (5) (a))
	(b) Exceeding 10 kW] — *ad val.*	Free	7½%	7½%			
	ad val.	—	—	—	Free (Under new item 179 (G) (5) (b))	7½% (Under new item 179 (G) (5) (b))	7½% (Under new item 179 (G) (5) (b))
	(1) *Generators, alternating current (including exciters, if any, imported with and for use therewith), not being rotary converters:*						
	(*a*) *Motor vehicle types:*						
	(1) *6 volt or 12 volt rating* — *ad val.*	No change (Under former item 179 (G) (1) (b) (1))			45%	52½%	60%
	(2) *Other* — *ad val.*	No change (Under former item 179 (G) (1) (b) (2))			27½%	45%	57½%
	(*b*) *Other:*						
	(1) *Having kVA ratings not exceeding 120* — *ad val.*	Various (Under former items 179 (G) (1) (a); (1) (c) (1 and 2); (1) (d) (1, 2 and 3))			27½%	40%	50%
	(2) *Other* — *ad val.*				Free	7½%	7½%
	(2) *Generators, direct current or universal, not being rotary converters:*						
	(*a*) *Motor vehicle types:*						
	(1) *6 volt or 12 volt rating* — *ad val.*	No change (Under former item 179 (G) (2) (b) (1))			45%	52½%	60%
	(2) *Other* — *ad val.*	No change (Under former item 179 (G) (2) (b) (2))			27½%	45%	57½%
	(*b*) *Other:*						
	(1) *Not exceeding 50 kW* — *ad val.*	22½% (Under former item 179 (G) (2) (c) (1))	40%	57½%	27½%	40%	50%
	ad val.	Free (Under former items 179 (G) (2) (a) and (2) (c) (2))	7½%	7½%			
	(2) *Other* — *ad val.*	No change (Under former items 179 (G) (2) (a) and (2) (c) (2))			Free	7½%	7½%
	(3) *Motors, alternating current, not being rotary converters:*						
	(*a*) *Starting motors for internal combustion piston engines:*						
	(1) *6 volt or 12 volt rating* — *ad val.*	No change (Under former item 179 (G) (3) (a) (1))			45%	52½%	60%
	(2) *Other* — *ad val.*	No change (Under former item 179 (G) (3) (a) (2))			27½%	45%	57½%
	(*b*) *Other* — *ad val.*	Various (Under former items 179 (G) (3) (b); (3) (c) (1, 2 and 3); 3 (d) (1, 2 and 3))			27½%	40%	50%
	Subject to a reduction in the rate of duty of 0·275 for each 1 horsepower in excess of 550 horsepower, with a minimum of — *ad val.*	—	—	—	Free	7½%	7½%
	(4) *Motors, direct current or universal, not being rotary converters:*						
	(*a*) *Starting motors for internal combustion piston engines:*						
	(1) *6 volt or 12 volt rating* — *ad val.*	No change (Under former item 179 (G) (4) (a) (1))			45%	52½%	60%
	(2) *Other* — *ad val.*	No change (Under former item 179 (G) (4) (a) (2))			27½%	45%	57½%
	(*b*) *Traction motors including traction motors for electric trolley buses* — *ad val.*	22½% (Under former item 179 (G) (4) (b))	40%	57½%	27½%	40%	50%
	(*c*) *Suitable for use with gearless lifts, including bed plate, shaft, driving sheaf and brake drums imported with and for use therewith* — *ad val.*	22½% (Under former item 179 (G) (4) (c) (1))	40%	57½%	27½%	40%	50%
	ad val.	Free (Under former item 179 (G) (4) (c) (2))	7½%	7½%			
	(*d*) *Totally enclosed mill type motors* — *ad val.*	22½% (Under former item 179 (G) (4) (d))	35%	45%	27½%	40%	50%
	(*e*) *Other:*						
	(1) *Not exceeding 70 horsepower* — *ad val.*	Various (Under former item 179 (G) (4) (e) (1, 2 and 3))			27½%	40%	50%
	(2) *Other* — *ad val.*				Free	7½%	7½%
	(5) *Rotary converters:*						
	(*a*) *Not exceeding 50 kW* — *ad val.*	22½% (Under former item 179 (G) (5) (a))	40%	57½%	27½%	40%	50%
	ad val.	Free (Under former item 179 (G) (5) (b))	7½%	7½%			
	(*b*) *Other* — *ad val.*	No change (Under former item 179 (G) (5) (b))			Free	7½%	7½%
460	Textile goods, viz.: of continuous man-made fibres or having a textile fibre content in chief part by weight of continuous man-made fibres, not covered by item 117, 118, 120 (C), 331, 472, 475, 476, 477, 478, 480, 481 or 482: (C) Woven fabrics, including woven fabrics of monofil and strip covered by sub-item (A): *New sub-paragraph:* (3) (*d*) *Elastomeric fabrics weighing not more than 15 ounces per square yard, not covered by paragraph (2)* — *per square yard*	Various (Under former item 460 (C) (5) (a, b and c))			Free	2½d.	6d.
479	Textile goods, viz.: Textile fabrics, knitted or lockstitched, in tubular form or otherwise, not covered by item 208 (D) (2), 475, 476, 477, 478 or 481:						
	[(F) Other — *per lb. or ad val.* whichever rate returns the higher duty]	1s. 3d. or 17½%	3s. or 30%	4s. or 47½%	No change (Under new item 479 (F) (2))		
	ad val.	—	—	—	Free (Under new item 479 (F) (1))	7½%	7½%
	(*F*) *Other:*						
	(1) *Elastomeric fabrics* — *ad val.*	—	—	—	Free	7½%	7½%
	per lb. or ad val.	1s. 3d. or 17½%	3s. or 30%	4s. or 47½%			
		whichever the higher (Under former item 479 (F))					
	(2) *Other* — *per lb. or ad val. whichever rate returns the higher duty*	No change (Under former item 479 (F))			1s. 3d. or 17½%	3s. or 30%	4s. or 47½%

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

(*Continued on page* 1150)

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SISALKRAFT

Tariff changes

CHANGES have been made in the Australian Tariff affecting the rates of duty payable on (a) dental chairs and units, (b) narrow woven fabrics and adjustable shoulder straps, and (c) ginger.

Full details of these changes will be published as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New by-laws

The following goods will be admitted under the By-law tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ELECTRICAL GOODS: Transformers: Variable, of the auto transformer toroidal core type, otherwise classifiable under Tariff Item 179 (E) (6) (a) (1), viz.: Having load ratings in excess of 2·8 kVa per phase . . . . . Having load ratings in excess of 2·4 kVa per phase and not exceeding 2·8 kVa per phase and being of the type in which the windings are enclosed in a protective casing	449 (A) (I)	Free

Amended by-laws

THE FOLLOWING By-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
TEXTILE GOODS KNITTED OR LOCK-STITCHED: Otherwise classifiable under Tariff Items 479 B, 479 (D) or 479 (F) (2) as follows: Not containing wool or containing less than 20% by weight of wool, for use in the manufacture of boots, shoes and slippers, under security. Of cotton or of man-made fibres, simplex knitted, for use in the manufacture of gloves, under security. Of cotton, other than textile fabrics of the type used with machines in the textile or dyeing industries or in laundries, for use in the manufacture of goods other than: Apparel, and polishing or cleaning cloths, under security. Of man-made fibres, or containing a mixture of fibres including man-made fibres, for use as or in the manufacture of meat wraps, under security. Padding, composed of man-made fibres of the polyester type, in widths not less than 54 inches, of the type used with commercial laundry presses	479 (A)	Free

Cancelled by-laws

THE FOLLOWING goods are removed from the provisions of By-law entry and will now be classified under the substantive items indicated:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ELECTRICAL GOODS: Transformers: Variable, of the auto transformer toroidal core type having load ratings of 2·5 kVA or higher per phase, otherwise classifiable under Tariff Item 179 (E) (6) (a) (1), but Tariff Item 449 (A) (I) applies to such goods	179 (E) (6) (a) (1)	22½%

New export storage bay nearing completion at Brook Motors Ltd., Huddersfield, which will add a further 10,000 sq. ft. of floor space for handling cases. Brook Motors announce that general export orders are up by 50 per cent on previous years.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
provided they are in direct transit to Australia on October 22, 1964, and are entered for home consumption on arrival; or in bond in Australia on October 22, 1964, and are entered for home consumption on or before November 23, 1964. Speaker units for use in the manufacture of magnetic type loud speakers, under security but Tariff Item 449 (A) (I) applies to such goods provided they are in direct transit to Australia on October 29, 1964, and are entered for home consumption on arrival; or in bond in Australia on October 29, 1964, and are entered for home consumption on or before November 30, 1964.	181 (F) (2)	27½%

The following goods will be removed from the provisions of By-law entry with effect from January 1, 1965, and will then be classified under the substantive items indicated:

PASSENGERS' EFFECTS including furniture and household goods: Radio receivers, television receivers, tape recorders or any combination thereof or with gramophones	181 (E) and 319 (B)	Various

Further tariff changes

FURTHER CHANGES have been made in the Australian Tariff affecting the rates of duty payable on (a) emery stones, oil stones and whetstones, (b) processed continuous filament man-made fibre yarns, and (c) butadiene and styrene butadiene synthetic rubber.

Full details of these and further changes will be published as soon as possible and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

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Business Economy

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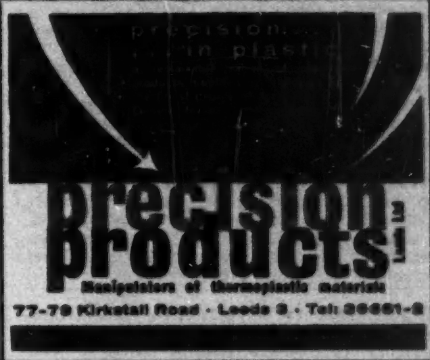

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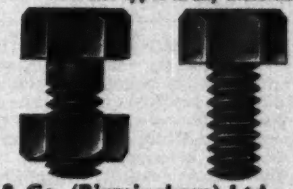

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Tariff Board Inquiry

THE AUSTRALIAN Minister of Trade, pursuant to Government policy that crude oil should be utilized when found in Australia in commercial quantities and in the light of the Government's decision to encourage oil exploration, has referred to the Tariff Board for inquiry and report the following questions:

(a) How the value of crude oil of Australian origin should be determined having regard to the different qualities available from other producing countries
(b) What measure of protection should be accorded Australian crude oils in relation to imports
(c) What combination of import duties and conditional By-laws would give an appropriate level of protection.

The Tariff Board has been asked to take into account a number of considerations of national importance including the object of ensuring that the best use is made of both local and imported crude oil, the interests of consumers and refineries and the implications for the marketing of Australian crudes of affiliations between Australian and overseas interests in the oil industry.

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than December 8, 1964.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 14756/64.

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REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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– final (Q)	9 Oct. 1964
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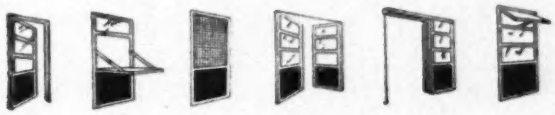

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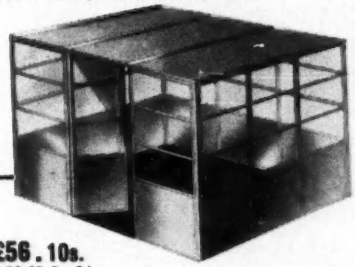

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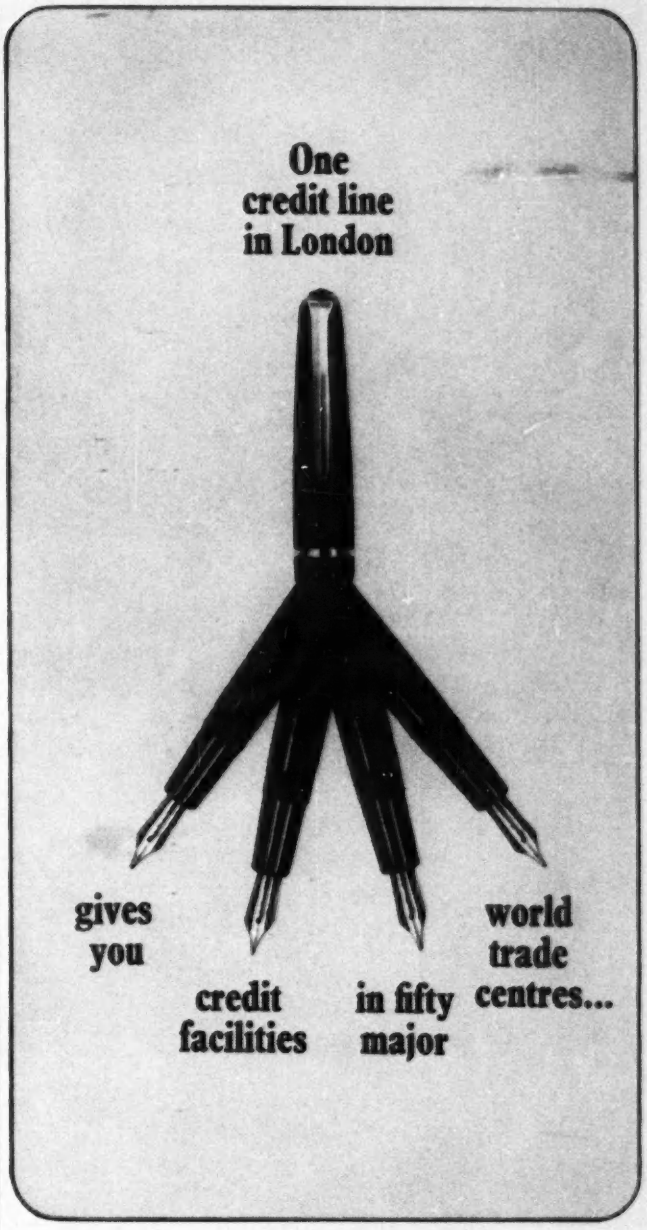

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